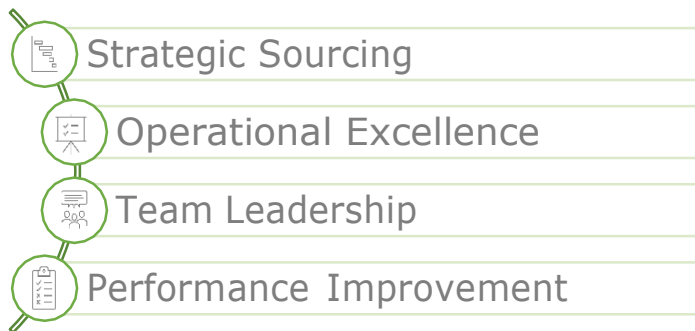


Client Name

Vice President of Global Supply Chain & Procurement

Dynamic and forward-thinking Supply Chain Executive, with a proven track record of driving significant organizational growth and efficiency in the food and beverage sector. Expert in leading high-impact strategies across procurement, strategic sourcing, and supply chain optimization, resulting in multimillion-dollar cost savings and optimized operational workflows. Instrumental in spearheading major acquisition integrations and fostering strong supplier relationships to ensure seamless supply chain continuity and competitive advantage. Recognized for building and mentoring cross-functional teams to peak performance, aligning with corporate objectives. Committed to leveraging expertise in ERP/MRP systems and process optimization to deliver tangible results in high-growth environments.

LEADERSHIP IMPACT



CORE COMPETENCIES

Global Supply Chain Management
Financial Analysis & Forecasting
Contract Negotiation & Management
ERP/MRP Systems Implementation
Acquisition Integration
Vendor Consolidation Strategies
Inventory & Warehouse Management
Commodity Management
Cost Reduction & Avoidance

CAREER SUMMARY

Vice President of Procurement

Charlotte, NC | 2019 – Present

Artisanal Brewing Ventures

Elevated from Director to Vice President, reports directly to the Chief Operating Officer, providing critical updates and strategic insights to the C-Suite and Executive Board on procurement initiatives and performance. Initiate the integration of procurement operations across five acquired companies into a single, centralized organization, establishing an efficient shared services team. Leads the development and implementation of a unified procurement strategy to streamline supplier management.

- Promoted company revenue growth by 54%, contributing an additional \$55M from 2019 to the present, through strategic leadership in procurement and acquisitions.
- Streamlined Artisanal Brewing Ventures' contracts into a single \$40-45M portfolio, achieving a 300% efficiency increase from previously separate \$10-12M spends.
- Developed and executed a strategic sourcing and cost savings program that realized \$2M in savings in its first year and \$3M in the second year, setting a benchmark for procurement efficiency.
- Led a dynamic team of six, achieving a comprehensive portfolio management of 1,000+ items across 127 suppliers, instrumental in supporting \$150M+ in annual revenue.
- Championed continuous improvement initiatives in collaboration with manufacturing facilities, identifying key opportunities for material cost reductions.
- Played a pivotal role in adopting and implementing SAP across three manufacturing facilities, bolstering procurement and operations.

Strategic Sourcing Manager, Food Service GPO, Supply Chain Services

Charlotte, NC | 2016 – 2019

Premier, Inc.

Oversaw strategic sourcing for the food service group purchasing organization (GPO) within a leading healthcare GPO managing \$3B of the \$60B total spend. Drove the expansion of the GPO's services to non-healthcare sectors, including universities and hotels, through strategic RFPs and contracts.

- Coordinated 8-9 sourcing events annually across diverse categories, managing RFI/RFP/RFQ processes for \$750M in annual spending, optimizing supply chain efficiencies and cost savings.
- Strengthened contract negotiation and eSourcing capabilities, leading to sophisticated sourcing strategies and meticulous contract management.
- Negotiated and facilitated the execution of up to 44 contracts yearly, introducing rigorous quality control measures and key performance indicators to monitor supplier performance and ensure compliance.
- Implemented strategic sourcing initiatives that resulted in significant cost savings and enhanced service offerings for inpatient food services and healthcare cafeterias, extending to universities and hotels.
- Performed category analyses and presented findings to internal and external committees, influencing contract award decisions and strategic sourcing directions, impacting \$1B+ in procurement decisions.
- Served as the primary contact for GPO members, offering expert guidance on supplier contracts and market conditions, thereby strengthening member engagement and satisfaction.

Global Sourcing Manager, Procurement, Commodities, & External Manufacturing

Charlotte, NC | 2014 – 2016

S&D Coffee, Inc.

Established the procurement department from the ground up for a major food service and convenience store coffee supplier, transitioning from outdated practices to strategic procurement and sourcing methodologies. Managed and expanded the procurement team from 4 to 12, developing roles, processes, and strategies that drove significant cost savings and operational efficiencies. Collaborated cross-functionally to extend the supply chain into international markets, including Mexico and Canada.

- Administered a comprehensive portfolio of 45 suppliers and 600+ items, significantly contributing to the company's annual revenue of \$150M through meticulous management of 4M cases of finished products.
- Led a team of three procurement analysts to achieve service rates above 99%, orchestrating strategic sourcing events that culminated in multi-million-dollar savings.
- Spearheaded a capital scoping project with equipment vendors to innovate coffee-receiving solutions, resulting in \$600K+ in annual savings and enhancing operational efficiency.
- Developed and presented strategic financial models to the CFO, outlining potential savings of \$2M over two years through targeted investment in procurement processes.
- Facilitated a landmark collaboration with a large national customer and contract manufacturer, establishing a lucrative supply chain for distributing cappuccino across international borders.

Global Category Lead, Procurement – External Manufacturing

Pittsburgh, PA | 2011 – 2014

Heinz North America

Elevated from Financial Analyst to Buyer, then to Global Category Lead, managing a diverse portfolio of contract manufacturing for Heinz, focusing on the Canadian market initially before taking on a global role. Streamlined operations and strengthened relationships with 25+ suppliers across North America, leveraging extensive financial and procurement expertise. Played a pivotal role in the consolidation of Canadian operations into the U.S., driving cost efficiencies and operational improvements. Championed product innovation and strategic sourcing initiatives that significantly impacted Heinz's leading brands.

- Managed a \$200M supplier portfolio, negotiating and overseeing supply chain agreements that elevated capacity, optimized pricing, and improved operational efficiencies across the United States and Canada.
- Spearheaded strategic sourcing projects that yielded substantial savings, including a \$2.8M reduction through a pizza vendor transition and an \$800K cost saving from a packaging modification on Classico sauce.
- Enabled multiple successful product launches, significantly contributing to the growth and diversification of key Heinz brands, such as TGIF Friday's Frozen Appetizers, Smart Ones Frozen Meals, and Classico Pasta Sauces.
- Implemented rigorous quarterly pricing forecasts by analyzing commodity inputs, ensuring competitive pricing, and minimizing cost variances across a broad range of ingredients.
- Recognized as a vital resource in product innovation, driving initiatives that infused millions into product development and leveraging the contract manufacturing arm as an innovation hub.

EDUCATION & CREDENTIALS

University of Pittsburgh, College of Business Administration, Pittsburgh, PA | Bachelor's Degree in Finance
Institute for Supply Management, Tempe, AZ | Certified Professional in Supply Management (CPSM)

Technical Proficiencies:

ERP/MRP Systems: SAP | Bravo | Oracle/JD Edwards | Supplier Relationship Management (SRM) | Business Planning and Control System (BPCS) | AS400 | **Business Intelligence Tools:** Power BI | Qlik | JD Edwards (JDE) | IBM Cognos Analytics | **Microsoft Office Suite:** Excel | PowerPoint | Word | Outlook | SharePoint | Visio