

Client Name

Sourcing & Procurement Manager

Accomplished and detail-oriented professional with track record of proven results and success in areas of strategic sourcing, contracts, purchasing management, and supply chain.

Skilled in overseeing overall direction, coordination, and evaluation of procurement strategy for organization. Recognized for demonstrating year to year improvements in cost savings, safety, quality, customer service. Instrumental in improving category sourcing strategies, managing full contract lifecycle, and developing long term forecasts. Renowned for leading development, providing innovation, and emphasizing on quality to drive profitable growth, develop robust partnerships with suppliers, and use vision / creativity to impact customer experience.

Areas of Expertise

- Complex Analysis & Problem Resolution
- Procurement Operations
- Contract Management & Negotiation
- Material / Personnel Resources Management
- Vendor Management
- Strategic Planning
- Mechanical Troubleshooting
- Cost Reduction
- Process Control
- Relationship Management
- Design and Implementation
- Project Management

Career Experience

Senior Buyer | Sourcing Manager, Continental Carbonic Products Inc., Matheson Tri-Gas

2018 – Present

Streamline sourcing and utilization of automated manufacturing equipment to improve operator safety, enhance product quality, and maximize production. Assist with equipment specifications, quotes, and purchasing for Corporate Engineering. Deploy and manage national account programs for companies, such as US Water Services, Ecolab, Grainger, Staples, FedEx, Panther Premium Logistics, Landstar, CH Robinson, National Waste Associates, Advanced Automation, Connie Safety, and Silver Fern Chemicals. Oversee logistics for manufacturing and distribution companies, involving small package, LTL/TL, specialty equipment transport, expedite carriers, heavy haul, and international shipping. Oversee all aspects of critical spare parts inventories, emergency sourcing, and logistical issues for plant outages. Establish and negotiate contract terms, including executing and implementing contracts. Source materials domestically and internationally, while complying with company standards.

- Identified and implemented cost savings initiatives to aid department's overall savings goal as well as deliver improved quality, cost, service, and innovation.
- Exceeded goal of \$500K in cost savings for FY 2021; Current cost savings at \$600,000 and projected at \$1.2M for fiscal year.
- Administered cost and waste reduction programs regarding supply chain with 2021 TRW project cost reduction of \$32k.
- Surpassed 2021 goal matrix objectives, including vendor consolidation / communication, safety, and company division goal.
- Increased cost savings to meet 2M\$ goal for 2021.
- Oversaw procurement of all materials, equipment, and services for 52 facilities for world's largest dry ice manufacturer.

Plant Manager, Continental Carbonic Products Inc.

2014 – 2018

Managed key parameters related to plants, such as safety, manufacturing, scheduling, logistics, maintenance, engineering, project management, and quality. Spearheaded manufacturing operational tasks, while aligning with organizational goals and objectives. Reviewed analysis of activities, costs, operations, and forecast data to track progress toward organizational goals. Coordinated production, distribution, and warehousing functions with key focus on cost effectiveness and quality assurance. Devised, executed, and managed plans for efficient utilization of materials, machines, and employees. Trained all employees on safety, involving Safe Start, Pure Safety, LOTO, OSHA, and GMP's to raise awareness facility's wide.

- Reduced total cost by 12%, generating savings of \$179,000 over past year.
- Achieved 34% increase in production, resulting in tonnage increases from 5,030 tons to 7,607 tons.
- Decreased 30% in labor costs through proper control of mechanical downtime and employee time management.

- Turned around plant performance and employee retention along with optimal cost savings and production increase by 34%.
- Held highest Food Safety Compliance Audit grade from all CCPI plants in previous two years due to optimal level of personal excellence.

Plant Manager, Phoenix Metals

2007 – 2014

Administered overall plant activities, including operating within approved budgets, controlling expenses, meeting production schedules, transportation, and logistics schedules, and producing product to meet stringent quality standards of customers as well as ensure timely delivery in Tri-State area. Planned and predicted all plant requirements with in terms of equipment, manpower, and materials. Oversaw facility's operating budget on weekly and monthly basis, involving all associated labor costs, repair, and maintenance costs for equipment and facility upgrades. Directed P&L, department budget, and long-range planning to excel in achieving goals. Fostered relationships with vendors and served as liaison to assist with problems that arise between production, distribution, sales, and transportation.

- Ensured performance of processing equipment optimally through verification by visual inspection, daily material sampling, and comparison of daily / weekly / monthly production data to meet expectations.
- Established and implemented new methods and procedures to improve operational efficiency in areas, such as scrap control, manufacturing techniques, and work force utilization facilities.
- Increased location profit to over 1.1M\$ per year by managing all aspects of warehouse.

Additional Experience

Production Supervisor / Shipping and Receiving Supervisor | Con Agra Foods

Shift Manager | Tyson Valley Distribution Center

Weekend Dispatch Supervisor | Tyson Texas Transportation

Supervisor | Tyson Valley Distribution Center

Education & Certifications

Engineering | Arkansas Tech University, Russellville, Arkansas

Drafting / Engineering | West Ark Community College

Drafting/Auto-CAD | Russellville Area Vo-Tech

Certified Six Sigma Yellow Belt

CareerProGuides