

## GLOBAL DIRECTOR - PURCHASING & SUPPLY CHAIN

- ✓ **HIGH-IMPACT PURCHASING & SUPPLY CHAIN LEADER** with track record of success building global, top-performing teams; optimizing business cash flow; and delivering millions of dollars in cost savings across diverse industries.
- ✓ **FORWARD-THINKING BUSINESS PARTNER** highly skilled at collaborating cross-functionally to develop and execute best-in-class sourcing and supply chain strategies. Trusted resource, advisor, and executive collaborator.
- ✓ **EXPERT RELATIONSHIP BUILDER & COMMUNICATOR** recognized for fostering critical business partnerships with key suppliers and stakeholders that deliver measurable ongoing value. Talented negotiator and decision maker.

### LEADERSHIP EXPERTISE

Strategic Planning & Execution ♦ Supplier Relationship Management ♦ Global Cross-Functional Team Leadership  
Supplier Sourcing & Negotiations ♦ Cost Savings ♦ Change Management ♦ Process Standardization & Improvement

### PROFESSIONAL EXPERIENCE

**MECHANICO** – Parent Company: GGH Holdings– Little Rock, AR 2018 to Present  
*Industry-leading contractor for fabrication, construction, and maintenance in power, chemical, oil and gas, water/wastewater, and heavy industrial markets.*

#### DIRECTOR OF SUPPLY CHAIN

Lead team of 3 direct reports managing \$65M annual spend on tools and consumables, rental equipment, subcontractors, and construction materials. Challenged with building and implementing supply chain, centralized purchasing, and cost reduction strategies from ground up. Drive efficiency by setting and monitoring KPIs and creating best-in-class processes. Nominated by CFO to serve as head of internal Women in Leadership Committee. Report directly to COO.

- **Delivered \$1M+ cost reductions** through supplier pricing negotiations, rebate programs, and tariff exemptions.
- **Improved cash flow \$5.4M in 16 months** by negotiating extended payment terms with key suppliers.
- **Nominated by president of GBH Holdings** to lead supply chain committee. Conducted supplier spend analysis to optimize decision-making process and leverage cost improvement opportunities across all 5 companies.
- **Proactively conducted supply chain risk assessment** and prioritized critical focus areas during global pandemic.
- **Successfully directed all purchasing activities associated with SAP conversion** at newly acquired location.

**WATER STORM**– Parent Company: Banff Labs (NYSE: BANL) – Denver, CO 2009 to 2018  
*World's largest independent manufacturer of chemical injecting, proportioning, dispensing, and medicating equipment.*

#### GLOBAL DIRECTOR OF PURCHASING & SUPPLY CHAIN (2016–2018)

Promoted to manage and develop high-performing team of 14 direct reports located across US, UK, and China responsible for \$48M annual spend on custom plastics, electronics, and metals used for chemical dispensing systems. Challenged with reducing inventory while improving business performance. Delivered strong results through continuous improvement in inventory management, working capital, supply forecasting, and regulatory compliance.

- **Improved inventory turnover 15%** through increased supplier collaboration, talent development, just-in-time inventory management, and new inventory stocking programs and planning systems.
- **Increased cash flow \$2.7M in 4 months** by negotiating improved payment terms with key suppliers.
- Designed and executed global expedited freight process that **delivered 40% reduction (\$250K) in annual expenses.**
- **Grew talent pipeline and built organizational capabilities** via student engagement project with University of Illinois.

WATER STORM, continued

**GLOBAL DIRECTOR OF PURCHASING (2015)**

Led global purchasing team in identifying cost savings opportunities, sourcing for new product development, and strengthening supplier relations. Challenged with establishing and achieving aggressive cost reduction goals.

- **Orchestrated and led global sourcing summit** that generated winning cost reduction ideas and strategies.
- **Achieved \$1.75M cost savings** through value engineering, price negotiation, and strategic sourcing initiatives.

**NORTH AMERICA SOURCING MANAGER (2013–2015)**

Managed sourcing specialist and \$36M annual spend. Challenged with creating and executing supplier sourcing strategy for North America. Forged enduring supplier relationships through business reviews, site visits, and contract negotiations.

- **Realized \$1.5M annual savings** across multiple product categories through value-added business initiatives, supplier consolidation, and complex price negotiations.

**BUYER/PLANNER (2009–2013)**

Managed \$14M annual spend on electronics and plastics from China and Taiwan. Challenged with optimizing inventory of products with long lead times. Collaborated with buying team to uncover cost savings opportunities.

- Overhauled and streamlined purchase order process, **reducing purchase order transactions 35%**, which freed up buying team to tackle more strategic, value-added initiatives.
- **Lowered key supplier inventory 36% (\$650K)** by detecting and correcting process inefficiencies.

**ENVIRO SYSTEMS**, Louisville, KY

2007 to 2009

*Manufacturer of rugged and transportable mobile enclosures, environmental control units, and power generators.*

**PURCHASING SPECIALIST II**

Oversaw end-to-end purchasing process for wide variety of environmental control systems for military, which involved highly complex purchase orders. Ensured strict adherence to government policies and regulations.

- Successfully led contract renegotiation with major German supplier that **yielded \$600K+ savings** for company.
- **Secured \$1.5M+ savings** through negotiations on material pricing and payment terms and alternate sourcing tactics.

**FRAWLEY ENTERPRISES (NYSE: FRAW)**, Cincinnati, OH

2002 to 2007

*Nation's largest wholesale distributor of residential and commercial plumbing supplies such as pipes, valves, and fittings.*

**PROJECT MANAGER – STRATEGIC SOURCING (2006–2008) ♦ BUYER (2002–2006)**

Promoted to develop and implement nationwide sourcing strategies for multiple product categories. Identified preferred suppliers and negotiated volume incentive rebate programs. Communicated and managed sourcing improvements.

- **Realized \$750K+ cost savings** by building deep supplier partnerships and monitoring usage across all US locations.

**CONSULTING EXPERIENCE****PACIFIC FOODS CORPORATION**, Cincinnati, OH

2020 to Present

**CONSULTANT** – *Providing supply chain management consulting and mentoring at multifaceted food distribution company.*

**EDUCATION, CERTIFICATIONS, & PROFESSIONAL DEVELOPMENT**

BS, Purchasing Management and Decision Sciences – St. Louis University

Certified Purchasing Manager (CPM) – Institute for Supply Chain Optimization

Nominated for and completed multiple leadership development and training programs during tenure at Water Storm.