

Experienced manager of global strategic sourcing, business development, change management with advanced degree in chemical engineering and accomplishments in the following areas:

- Global sourcing of \$500 M/yr chemicals, raw materials, energy, metals, catalysts, technology
- Developing international joint ventures, capital projects, diversified business initiatives
- Change management, business process re-engineering with multinational scope
- International: 2 years as expatriate in Tokyo/all Asia, 7 years experience in Germany, Italy

Skills: strategic analysis, contract negotiation, managing multifunctional, international teams; business process change, supplier/customer relationships, buy/sell risks (SarboX, price hedging), quality methods/audits. Methods: Porter's five forces, total cost of ownership, discounted cash flow, Six Sigma; oral/written presentations to senior management.

Beginner level ability in conversational Spanish, French, German, Japanese

PROFESSIONAL EXPERIENCE

DSM AMERICAS Parsippany, NJ

2007-2008

Category Manager, Western Hemisphere – Raw Materials, Chemicals and Energy

Implement new process for strategic sourcing of \$1.5 B/yr chemicals, fuels, energy across seven independent Business Groups with decentralized purchasing in twelve US plants.

- Saved \$1+ Mln/yr by replacing single source domestic supplier with imported material
- Saved \$600K with alternate suppliers to avoid shutdown due to force majeure at sole supplier

SASOL NORTH AMERICA Houston, TX (formerly CONDEA/Vista/Conoco Chemicals) 1977 – 2006

Consultant, Change Management, World Wide Sales & Marketing (under contract 2005-06)

Led multinational sales/R&D management team to develop globally integrated workflow and key performance indicators (KPI) for providing international customers with coordinated product and applications development, technical service.

Manager, Procurement - Raw Materials, Energy, Metals, Catalysts, Technology

Directed global sourcing and contract manufacturing of \$500 M/yr of chemicals (see list below), raw materials, fuels electricity, metals, catalysts, molecular sieves, technology licenses, engineering services; oversaw all related supply chain functions.

- Upon spinoff of Conoco/Vista Chem, built \$300 M/yr strategic purchasing function from scratch
- Negotiated and maintained supply contracts with spend and term of \$10 – \$150 M/yr, 1-5 yrs; 10-15 suppliers – local/global oil and commodity/specialty chemical companies.
- Consistently achieved ~ 3%/\$4 M/yr reduction in Total Cost of Ownership for NA spend
- Led WW multifunctional change mgt team to implement best practices for reducing global spend.
- Reduced catalyst cost \$1.2 M/yr by bidding out combined US and German plant requirements
- Reduced TiO₂ cost \$1.5 M/yr by switching to same China source of European sister company
- Avoided \$2 M incremental feedstock costs in Gulf War I by hedging price with heating oil futures.
- Led cross-functional team to evaluate (and ultimately decline) benefits of e-procurement.
- Directly supervised up to seven individuals

Manager, Corporate Planning and Business Development

Managed corporate strategic planning process for three product lines with \$800 M/yr turnover, chaired quarterly senior management meeting to approve annual business plans and capital investments, managed special business development projects.

- Developed and implemented company's first strategic planning process for \$800 M enterprise
- Helped double \$27/share price on leveraged buyout via cash flow projections for security analysts.
- As Tokyo expat, launched JV in Singapore/HK to market oleo-chemicals from Indonesian plant
- Negotiated \$500 M/yr raw mat, technology license agreements for new JVs in China and Mexico
- Generated \$10 M/yr new business in China with specialty chemical for crude oil pipeline transport.
- Developed joint venture in Japan for producing raw materials for engineering plastics.
- Defeated \$175 M claim in arbitration as leader of multifunctional defense team.
- Directly supervised up to 7 individuals, including foreign nationals in Tokyo, Singapore

EDUCATION & DEVELOPMENT**Education**

Ph.D. & M.S., Chemical Engineering, (Minor, Engineering Statistics), University of Wisconsin

B.S., Chemical Engineering, University of Illinois, Summa cum Laude, Tau Beta Pi, Phi Eta Sigma

Professional Certifications

Intellectual Property Law, New York University

Certified Purchasing Manager, Institute of Supply Management

Executive Program in Business Strategy, Columbia University

Company Training

Total Cost of Ownership methodology for cost analysis and reduction, Six Sigma techniques (not certified) for process improvement, Quality Management including ISO 9000 certification, audits

Computer Skills

Proficient in Microsoft Word, Excel, PowerPoint; SAP functionality

Foreign Languages

Beginner level ability in conversational Spanish, French, German, Japanese

Professional Activities

National Association of Purchasing Managers – Certified Purchasing Manager

American Institute of Chemical Engineers - National Director; Chair, Petrochemicals Division

Resource Development Committee, Department of Chemical Engineering, University of Illinois

Career Purchase Summary**Material**

Aluminum, Aluminum Chloride, Ammonia, Benzene, Ethylene/Propylene Dimer, Caustic Soda, Ethylene Oxide, Hexane, HF acid, Kerosene (chem grade), Methanol, Mineral Oil, Olefins C1014, n-Paraffins C1016, n-Alcohols C1018, Phenol, Platinum, Polypropylene, Titanium Dioxide

Suppliers

Alcoa, Alon, Advanced Aromatics, Ampal, Citgo, BASF, Bayer, Braskem, Calcasieu Refining, Brenntag, Celanese, Chemtra, Chevron, Dupont, Dow, Eckert, Engelhard, Equistar, Enichem, Exxon, Ethyl, Flint Hill, Gulbrandsen, Gulf Energy, Ineos, Johnson Matthey, Lyondell, Mitsui, Mitsubishi, Mobil, Old World Industry, OxyChem, Petrobras, PetroCanada, Plaza Chemicals, PPG, Repsol, Reynolds, Star, Shaw Industries, Shell Oil/Chemical, SK Chemicals, South Hampton Refining, Strategic Energy, Sunoco, Sumitomo, Tauber Oil, Texas Aromatics, Texas Petrochemicals, Tradition Energy, Trammochem, UOP, Valero, Vanchlor.