

JOHN R. STRONG, MBA, C.P.M.

P. O. Box 444

Valhalla, N. Y. 10595

Phone: (914)-419-3484

E-Mail: jrs9300@yahoo.com

Sourcing Professional: *Effective change manager in implementing both broad-based and tactical programs. Strong leader of team-based procurement efforts to develop, implement and maintain sourcing strategies. Experience in utilizing e-sourcing tools for efficient and consistent management of RFX processes. Aggressive negotiator in executing cost, quality and contract requirements. Demonstrated accomplishments in applying continuous improvement and supplier relationship development to realize ongoing incremental improvements in service and cost.*

Experience:

Regeneron Pharmaceuticals, Inc. Tarrytown, NY – Pharmaceutical Company and Biotech Contract

Manufacturer

7/2008-12/2009

Manager of Procurement Operations

Manage day-to-day operations support Oracle order processing, invoice resolution, online travel and expense solution, corporate card programs and other categories.

Key Accomplishments:

- Established formal documented procurement processes for consistency, cross training and compliance
- Procurement lead for supplier selection processes to fit up new headquarters facility housing over 700 employees, including labs and office space culminating in savings of over \$2M
- Procurement lead for renegotiating various Human Resources programs resulting in new or improved processes and savings of \$750K
- Gained control over invoice resolution process through root cause analysis, team work with Accounts Payable and end users driving down aged invoices and dollars by 40%
- Lead supplier selection and implementation process for fleet management program for reimbursed employees
- Established travel management reporting and policies

Turner Construction, Hawthorne, NY – Provider of General Contractor Services

4/2007-1/2008

Manager of Procurement – Fleet and Indirect Goods and Services for the United States

Managed strategic sourcing for the 1100 fleet vehicle program, office supplies, and office equipment. Aggressive management of pricing and service terms as well as day to day supplier and end-user relationships.

Key Accomplishments:

- Established 2008 Model Year fleet program: reduced total cost of vehicle ownership by 5%
- Aggressive negotiation of OEM incentives resulted in saving \$500,000
- Renegotiation of fleet management agreement resulted in \$150,000 per year savings
- Implemented change management through institution of online vehicle ordering process for drivers
- Identified fleet related insurance exposures and established corrective measures
- Instituted new national office equipment and office supplies agreements for internal and subcontractor use generating projected revenue stream of over \$100,000 the first year

Benjamin Moore & Company, Montvale, NJ – Manufacturer of Premium Paints

6/2003-3/2007

Manager of Sourcing – Direct/Indirect Goods and Services for North America.

Centralized sourcing to drive reductions in total cost of ownership; implement quality processes; and establish and build key partnerships for fleet, technology, professional services, hardware, software, office automation, etc.

Key Accomplishments:

- Instituted change management to aggressively centralize and control the procurement of goods and services - ensuring cost containment and supplier base effectiveness
- Led sourcing team to develop, implement and measure programs for the company's IT needs including hardware and software - resulting in 15% cost reduction and upgraded Service Level Agreements
- Led sourcing team to consolidate company purchases of pallets for finished goods shipments.
- Managed sourcing of hardware and software for major new product rollout. Aggressive negotiations resulted in cost avoidance of over \$400,000
- Led sourcing team to establish both corporate and retail distributor telecommunications agreements related to wireless communications
- Led sourcing team to select Voice Over IP (VOIP) solution resulting in competitive pricing and service levels
- Established standard terms and conditions for professional services agreements. Introduced structure to the process of selecting professional service resources
- Saved over \$250,000 the first year by renegotiating vehicle lease terms
- Led sourcing team in selecting and implementing temporary labor agreements across all locations resulting in a savings of almost \$200,000
- Streamlined vehicle management through standard lease terms, online resources for drivers, and replacement forecasting
- Implemented new travel management firm including online booking and expense tools as well as policy enhancements

Innovative Chemical Systems, Inc., Albany, NY - A \$5mil Manufacturer of Chemicals and Supplies.

4/2001-5/2003

General Manager: Managed a number of processes including purchasing of commodities and services, account management and sales.

Key Accomplishments:

- Reduced number of chemical suppliers by 50% saving \$306,000
- Established process improvements for end-to-end order processing reducing cycle time by 17%
- Re-aligned account management and sales to balance skill sets with requirements, standardized processes for selling, implementation, and account development

GetThere, Inc., Menlo Park, CA – Provider of Online Travel Services Tools

3/1998-3/2001

Senior Business/Account Manager: Sold and implemented corporate-wide online travel solutions to Fortune 100 & mid-market companies. This included a lengthy and highly consultative sales cycle, project planning, implementation, marketing, and building revenue and relationships.

Key Accomplishments

- Contributed in bringing this company from a 4 person startup to an industry-leading public company, including building a strong infrastructure and customer list
- Sold, implemented and built relationships at key Fortune 100 companies (Kodak, Nabisco, and Xerox, et al) with a total travel volume of over \$350M
- Sold and implemented the mid-market product to companies with travel volume of less than \$10M. Included consulting with the end user companies identifying requirements and translating for Product Development evaluation and scheduling
- Sold and implemented industry first, leading edge, direct connect solutions to major hotel and car suppliers providing them with a solution to reduce reservation fees

Verizon Inc., New York, NY - Fortune 100 Provider of Communications Services and Equipment

9/1995-3/1998

Staff Director - Strategic Sourcing for Indirect Goods and Services

Instituted significant change management in entrenched corporate environment to drive reductions in total cost of ownership; implement quality processes; establish and build key partnerships. Actively participated in merging NYNEX and Bell Atlantic decentralized purchasing into Verizon's new centralized strategic sourcing process. Major focuses: IT, Office Automation, Travel; and Equipment Leasing.

Key Accomplishments:

- Reduced cost of hardware by 28% through establishing standard configurations and leveraging volume
- Equipment lease rates renegotiated resulting in additional cost savings of over \$400,000
- Reduced air travel cost by 15% by establishing first ticket-less travel with the Delta Shuttle and leveraging overall air spend in marketplace

IBM Corp. - Develops/Manufactures Advanced Information Technology and Services

2/1987-9/1995

Program Manager, Corporate Contracts - Managed the selection of providers including, IT, travel, office automation, and professional services. Managed consolidation of supplier base through leading supplier selection processes (RFI/RFP), negotiating and implementing contracts, and managing supplier relationships. Updated and implemented new travel policy annually and as needed.

Key Accomplishments:

- Managed supplier selection process to consolidate over 1500 travel management companies nationwide to 2
- Negotiated and implemented air program resulting in significant savings of \$180mil over 5 year period
- Established standard set of terms and conditions for professional services – reducing exposure to company and establishing control over process

Education: Pace University, New York, NY
Masters of Business Administration

Mercy College, Dobbs Ferry, NY
Bachelor of Science, Business Administration

Certified Purchasing Manager

Six Sigma Green Belt

Associations: *National Association of Fleet Managers*
Institute of Supply Management
National Business Travel Association