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## **EXPERIENCE**

**US POWER GENERATING COMPANY**, Stamford, CT

**September 2007 to April 2011**

### ***Director of Procurement***

Lead this \$1.5 billion dollar, 500 employee power producer's procurement function, which entails the development and implementation of corporate policies and procedures as well as management of day to day purchasing and contracting operations across all company locations. Responsibilities include:

- Supervising staff of 8, located at operational facilities, in managing annual spend of approximately \$200M for all company expenditures including capital, maintenance, consulting, IT and finance.
- Collaborating with Senior Management from Finance & Accounting, Legal, Engineering, Maintenance, Operations, Environmental, Safety, HR and IT to coordinate all functional areas' supplier expenditure.

Specific accomplishments under leadership include:

- Introduced a strategic category sourcing management process to look for opportunities to use a companywide leverage approach to lower overall cost and improve quality.
- Developed and implemented clear and consistent procurement policies and procedures that established a single standard corporate wide procurement process.
- Developed and rolled-out standard Agreement templates and RFP's for various commodity uses across the enterprise.
- Implemented a new e-Procurement platform and rolled out a new P-Card program.
- Set-up the internal company website for the Procurement group, which included an automated supplier qualification workflow process.

**MERCK & CO., INC.**, Multiple locations

**January 1999 to September 2007**

Worked for multiple locations in Whitehouse Station, NJ, Seattle, WA, West Point, PA, Somerset, NJ

### ***Sourcing Manager*** 4/04 to 9/07

Sourcing lead for this top-tier pharmaceutical manufacturer's distribution & logistics category spend on a global basis. Managed multiple cross-functional international teams of stakeholders utilizing a structured sourcing process to develop breakthrough strategies. Responsibilities included category analysis, spend management, identification of savings opportunities, development of business requirements, liaison with stakeholders, and supplier management. Results achieved:

- Roll-out of new e-sourcing tools for conducting RFIs, RFPs, and Reverse Auction events.
- Development of new contract templates.
- Negotiated and implemented several critical logistic supply chain service agreements.
- Over \$27M in expense reduction savings.

### ***Procurement Manager*** 9/03 to 4/04

Led the Corporate Services spend area for Latin America in developing and managing procurement strategies that fully leveraged total spend by integrating Merck's Latin America regional subsidiaries. Specific responsibilities included managing various strategic initiatives for Travel Management, Corporate Card, Finance and Insurance, and the Fleet categories.

### ***Site Procurement Manager*** 2/03 to 9/03

Served as interim site procurement manager on special assignment for Rosetta Inpharmatics, a subsidiary of Merck located in Seattle, WA, to help transition and integrate their procurement organization, which included training personnel on various e-sourcing tools, systems and procedures and leading several outsourcing projects for research supplies and processes.

### ***Project Procurement Leader*** 7/00 to 2/03

Procurement lead for several concurrent manufacturing and research capital construction projects in various locations. Responsibilities included the development of procurement strategies, generation of project procurement plans, sourcing tactics, equipment list development, interaction with project stakeholders,

resource allocation and staff budgeting. Also served as the Business Manager for multiple strategic supply partners, which entailed conducting semi-annual business review meetings, master agreement negotiations, and developing commodity benchmarking efforts. Supervised several site contract administrators.

**Site Contract Administrator (contracted through Hill International, Inc.)** 1/99 to 7/00

Administered, on behalf of Merck & Co., Inc., the procurement effort associated with several capital construction projects valued at approximately \$600 million. Primary responsibilities included commercial oversight and contract administration for the Construction Management and Architect/Engineering firms executing laboratory and utility infrastructure projects to ensure prudent business practices were followed. Position entailed providing key resource expertise for construction, engineering and consulting contracts and coordinating the various purchasing, engineering, legal, and construction auditing groups. Specific duties included approving contractor/supplier pre-qualifications, bidders lists, purchase order and subcontract awards. Additional responsibilities involved bid analysis to facilitate contract negotiations and supply chain management, evaluating competitive markets, and seeking out cost savings.

**GENENTECH, INC.**, South San Francisco, CA

**April 1997 to October 1998**

**Senior Buyer & Contract Agent**

Sourcing lead for construction services and manufacturing capital equipment for this leading biotechnology firm. Responsibilities included coordinating with various Manufacturing, Engineering, R&D and Finance groups in negotiating equipment purchases and issuing Construction and A/E service contracts utilizing international sourcing and logistics skills. Additionally, established and implemented formal expediting practices and procedures for capital equipment and construction contracts in order to monitor and ensure project schedule performance on critical facility upgrades.

**BECHTEL CORPORATION**, San Francisco, CA

**October 1988 to April 1997**

**Contracts/Purchases Specialist** 12/91 to 4/97

Project procurement team member for this multi-billion dollar engineering and construction firm on several international and domestic, fast-track, lump sum turn-key Power and Petro-Chemical projects. Responsible for all levels of sourcing, purchasing and expediting activities for major plant equipment and materials valuing over \$100 million concurrently. Duties also included contract/subcontract formation and administration of construction services.

- Negotiated savings of more than \$12 million total project funds cumulative over five years duration.

**Contracts/Purchases Agent** 6/89 to 12/91

Responsibilities included purchasing and contract administration for the corporate-wide and regional Office Products and Services procurement group. Bid, negotiated and administered Purchase Orders, Technical Service Agreements, corporate-wide Rental and Maintenance Agreements, Site Software License Agreements, and Global Volume Discount Purchasing Agreements. Purchased commodities ranging from PCs, Vaxs and IBM mainframe computers to paper and office furniture.

- Negotiated a 10% discount in the corporate-wide Office Products Agreement which averaged over \$100,000 per year in savings.

**Buyer** 10/88 to 6/89

Duties ranged from purchasing and general administrative tasks to supporting corporate Procurement Management. Also was in charge of programming various databases and generating specialized spreadsheet reports for material and commitment tracking.

**EDUCATION**

**UNIVERSITY OF DELAWARE**

**1983**

**Bachelors of Art, Major: Economics**

Graduate Coursework towards M.B.A., NJIT