

## Global Sourcing Strategies | Productivity | Cross-Functional Leadership Engagement | Global Procurement

**Procurement, supply chain, materials, and logistics management executive with 20+ years** of senior sourcing management and operational management experience. Demonstrated history of building business partnerships and delivering long-term value within a procurement environment. Strong business and financial acumen and proficiency in procurement principles and practices acquired in leading-edge environments (global Fortune 500 and U.S. Army). Success building, leading, and motivating teams in a matrixed environment across multiple functions, geographies, and cultures.

### SELECT QUALIFICATIONS

**LEADERSHIP STYLE** | Strong hands-on, results-oriented leader with a strategic mindset and problem-solving skills

**INDUSTRY** | Managed a \$16M CAPEX budget and \$44M annual operations budget in most recent position

**FINANCE** | Experience calculating financial implications of procurement strategies and decisions

**TEAM DEVELOPMENT** | Re-structuring and hiring experience, including training, and establishing knowledge management

### LEADERSHIP SKILLS

**CORE COMPETENCIES** | Leading Strategic Supplier Relationships • Overseeing Sourcing Activity • Process Optimizations  
Cross-Functional Collaboration • P&L Management • Supply Chain Sourcing • Resource Management • Business Development  
Client Relations • Sourcing & Negotiating Strategies • Re-structuring & Hiring • Training & Development

## PROFESSIONAL EXPERIENCE

**Mondelēz International** | Chicago, IL

2021-Present

### Vice President, Global Marketing & Sales Sourcing (01/2021 – Present)

Promoted to Vice President after only 1 year in previous role and hold direct responsibility for over \$3.5B in annual indirect services spend. Member of the Global Procurement Executive Leadership team and key decision-maker for all operational and organizational Procurement decisions. Areas of responsibility include Media, Trade, Creative Production, Premiums, Marketing Technology, Design, Pre-Press, Sales Activation, Shopper Marketing, Public Relations, Corporate Affairs, Celebrity Talent, and Sponsorships. Lead a global team of 65, with 7 direct reports across 17 countries.

- Delivered \$59.4M in Finance-validated YOY savings, 2021 against \$49.9M target.
- Increased working media by 12% YOY after partnering with Global Marketing to drive growth.
- Spearheaded a holistic transformation of the Global Marketing & Sales Sourcing organization to promote synergies, unlock new capabilities, and create efficiencies aligned with strategic business priorities.
- Enabled promotion of 10 reports after developing and implementing sub-category Bootcamp training.

### Vice President, North America Procurement – Interim (06/2021 – 12/2021)

Selected to lead the N.A. Procurement Operations team while simultaneously serving as the Global Lead for Marketing & Sales Sourcing. Managed performance for a team of 83, with 28 direct reports. Navigated unprecedented supply chain challenges with extreme levels of market volatility. Led Direct and Indirect Procurement teams across a wide array of sub-categories with overall spending under management of \$4.5B+ annually. Reported to N.A. Regional President and Senior Vice President of Supply Chain NA to deliver against cash, savings, service, and quality commitments. Areas of accountability included Raw Materials, Packaging, External Manufacturing, Corporate & Professional Services, Logistics, Warehousing and Operations.

- Achieved \$70.5M in Finance-validated YOY savings, 2021 against a \$68M target.
- Delivered \$1.5B in net revenue, 2021 by increasing weighted average payment terms (WAPT).
- Ensured continuous material availability against commodity pressures, labor, and logistics challenges.

**Mars Incorporated | Franklin, TN**

2013-2020

**Global Strategic Sourcing Director**

Promoted through roles of increasing accountability and scope (Marketing & Sales, Logistics, Warehousing, Factory & General Services, Business & Professional Services). Accountable for delivering transformational sourcing solutions leveraging development, deployment, and implementation of global marketing strategies. Owned creative production, strategic brand design, packaging design, graphics commercialization (inclusive of artwork), public relations, global sponsorships, and global film promotions. Oversaw Global Agency Management and standardization with P&L accountability for \$1B in spend. Achieved \$60M in P&L savings in 2020.

- Coached, mentored, and trained a cross-functional team of 8 direct reports conducting sourcing operations, with leadership emphasis on strategy ideation and creation, vendor selection, sourcing, negotiation, risk mitigation, category management, SRM, and stakeholder engagement.
- Collaborated with worldwide effectiveness managers to develop and implement best practices across categories, resulting in Mars being recognized as best in class in the indirect procurement space and sourcing.
- Led contract negotiations with the NFL, NASCAR, and select MLB and NHL Teams.
- Saved \$30M in 1 year after developing new sourcing strategies for Human Resources and Facilities Management.
- Directed a spend management program resulting in 97.8% of total spend of \$2B captured within ARIBA, far exceeding governance target of 90%.
- Delivered \$83M net profit over 3 years by directing cash delivery initiatives.

**FLUOR CORPORATION | Greenville, SC**

2009-2013

**Senior Material Control Supervisor**

Directed supply chain management and logistics operations for the expansion and sustainment of military bases across the Middle East for this Fortune 500 provider of engineering, procurement, construction, maintenance (EPCM), and project management services to global governments and clients in diverse industries. Recruited as Field Purchasing Supervisor overseeing purchasing commodities—petroleum products, oil, lubricants, generators, kitchen and medical equipment, consumable medical materials, and medication for 79 military bases throughout the Middle East.

- Promoted to manage a cross-functional team of 46 purchasing staff at 7 locations supplying commodities and services across multiple Middle East regions.
- Spearheaded a major project to implement a purchasing software system that automated paperwork, streamlined purchasing operations, and completed processing for a large backlog of 1K+ purchasing requisitions.

Additional role as **Logistics Manager**, AECOM, Austin, TX (2008 – 2009)

**MILITARY SERVICE**

**Materials Management Director | UNITED STATES ARMY, Ft. Bragg, NC | 2000 – 2008**

*Built and managed a multi-facility warehouse with \$100M inventory from the ground up to support multiple healthcare facilities and aviation maintenance operations at Ft. Bragg (large military installation with 40K personnel).*

**EDUCATION & QUALIFICATIONS**

**Master of Business Administration (MBA) | LIPSCOMB UNIVERSITY**

**Bachelor of Science, Business Administration | LIBERTY UNIVERSITY**

Six Sigma Green Belt, Aveta Institute, Boardman, OH

Harvard Leadership Development Training- Mondelēz International GROW

Current DoD Security Clearance