

OBJECTIVE: An Atlanta-based senior leadership role leveraging years of Management, Sourcing and Analysis experience– I am a hands-on leader who produces results through top line growth and bottom-line savings.

SKILLS:

- Strategic Planning & Vision
- Team Leadership & Management
- Financial Technology (FinTech)
- Cross-Functional Collaboration
- Competitive Analysis & Market Trends
- Process Improvement & Automation
- Global Strategic Sourcing
- Data Analysis & Metrics Reporting
- Global Privacy Compliance
- Client Relationship Management
- Sourcing Technology and Tools
- Vendor Management & Due Diligence
- Product Development & Management

SUMMARY: Dynamic and accomplished leader with a proven track record in strategic management, FinTech innovation, and cross-functional collaboration. Recognized for orchestrating multi-disciplined teams, driving transformative initiatives, and exceeding business objectives. Expertise in managing large-scale operations, enhancing product offerings, and fostering strategic partnerships across global organizations. Delivered over \$100M annual savings through a combination of competitive sourcing, demand management, policy development and compliance tracking. Proven ability to drive sustainable productivity improvements and service level enhancements via strong communication and change management skills. RFP, negotiation, contract redline, and implementation experience in multiple categories including travel, banking, finance, marketing, human resources, communications, utilities, IT, contract labor, office/warehouse supplies, corrugate, waste, hazardous materials, and many more. Excellent at creating positive work relationships with vendors while also ensuring employee understanding and compliance with new and existing processes.

EXPERIENCE:

2019 – Present **Assistant Vice President Delivery & Payment Solutions Global Housing / ASSURANT, INC** Atlanta, GA

- Delivered operational excellence by leading a diverse team of 300+ employees and offshore resources, overseeing 30M+ homeowner escrow accounts with precision and efficiency.
- Developed and communicated a forward-thinking strategic vision, aligning long-range goals with organizational objectives, market dynamics, and competitive trends.
- Regularly monitored and reported on key business metrics and CPIs, providing actionable insights to drive informed decision-making and performance improvement.
- Drove ideation to launch efforts, including research, requirements definition, metrics analysis, and working with IT and Product teams to facilitate development, testing and launch efforts.
- Spearheaded the RFP process for a transformative FinTech solution, successfully transitioning 8M paper check payments to digital platforms for homeowners' insurance, streamlining operations and enhancing customer experiences.
- Achieved success through effective engagement, collaboration, and influence with executives, senior leaders, and a broad network of subject matter experts both internally and externally.
- Prioritize enhancements to existing products by understanding customer needs, evaluating the competitive landscape and evolving existing products by measuring and analyzing opportunities to innovate and improve, providing additional benefits to internal and external customers.

Director Procurement Corporate Category Spend / ASSURANT, INC

- Built and trained a team including offshore members to proactively handle a variety of sourcing categories and stakeholders at all levels across the enterprise globally
- Work with Treasury, IT, and LOB's to evaluate financial technology solutions for payments to and fees received from customers globally
- Research, evaluate, and select a global corporate card provider, working across teams, functions, and geographies to implement
- Finance BPO RFP to consolidate 3 vendors to 1 facilitating the contracting, planning and transition process maintaining business as usual
- Part of a cross functional team that addressed COVID challenges to ensure employee safety while maintaining business continuity
- HR and Marketing RFPs improving benefits, services, and costs involving global coordination for data privacy and regulatory compliance
- 3 year, \$60M contract negotiated for global ERP implementation for a \$10B corporation
- Diversity, Equity, and Inclusion engagements for live training seminars, self-paced training courses, corporate evaluations and adherence to Diverse vendor processes and goals for improved corporate responsibility

2015 – 2019 **AVP Global Indirect Strategic Sourcing Lead (promotion) / AXIS CAPITAL** Alpharetta, GA

- RFP, analysis, selection and **transition of \$25M global travel program cutting costs** and improving traveler satisfaction through Concur and a new travel agency.
- Expanded payment options to allow Finance **more flexibility and enhanced customer experiences** with faster claims payments
- HR benefits broker RFP to reduce costs by 40% and **improve HR satisfaction** with services received
- Copier negotiations and vendor consolidations **cut costs by 30%+** for annual savings of \$200k

- Contingent search/recruitment contracts standardized across all vendors and **rates reduced by 7%** on average
- Temporary labor **contracts standardized globally** to protect against new country specific regulations such as IR35 in UK
- Global compliance training RFP to unify education practices across all business lines and leverage spend
- Corporate website redesign negotiated **netting 31% savings or \$360k**
- Animated video vendor identification and selection for educating the masses about central sourcing benefits
- Follow me print solution evaluation and implementation to remove personal printers and **maximize cost savings** by utilizing MFPs.
- Employee rewards and recognition system RFP conducted to **improve the quality** of rewards and expand number of employees included
- Conducted a RFP for a volunteer and company matching donations tool **eliminating manual processes** and increasing volunteer options

Sr. Manager Global Indirect Sourcing / AXIS CAPITAL

- **Company-wide processes established and improved** for central sourcing and contracting
- Vast contract reviews across many categories to improve terms, conditions, and protections for the company, **saving 5%-15%**
- Negotiated airline, hotel, and car rental contracts **reducing spend by \$800k annually**
- Implementation, training and management of sourcing technologies: Contract Lifecycle Management, Electronic RFP tool, Vendor Risk/Compliance system, Spend Analytics tool (Zycus, SpendHQ, SAP, Oracle, etc.)
- Office Supply RFP conducted **reducing spend by 40%**
- Managed the collecting, scanning and loading of over 3,000 historical contracts along with metadata entry into new CLM tool
- Designed, created and maintained Executive Committee and Travel spend reporting
- Renewal rates reduced and billing altered to **minimize overages saving 13% annually** on Concur licensing

2014 – 2018

President / NEW DAY REALTY GROUP, LLC

Atlanta, GA

- Investment analysis and financial modeling for evaluating long term real estate holdings to **ensure positive cash flow**
- **Established banking partnerships** to support 24 house rental portfolio purchase and reallocation of equity for new property acquisitions
- Accounting and bookkeeping recordings as well as annual tax filings for \$1.5M real estate portfolio
- New property scouting, research, negotiations, purchase/finance, renovation, and marketing
- Property management of 45 house portfolio achieving **14.7% CAP rate and 25% ROI annually**
- Marketed and sold real estate investment for a **300%+ profit after 3 years**

2009 – 2014

Sr. Manager Indirect Sourcing / HD SUPPLY

Atlanta, GA

- RFP conducted consolidating Merchant Processor vendors & **reducing spend by \$1.6M**; process improvements **saved additional \$500k**
- A thorough review of the office supplies contract **avoided vendor penalties of \$400k**. RFP replaced the vendor for **annual \$800k savings**
- Instituted approval processes for supplies ordering to achieve **over 60% core item purchase compliance** vs. industry avg. of 20%
- Renegotiated corporate card program to attain additional **rebate for an increase of \$1M annually**
- Negotiated natural gas & electricity contracts in various states for 100+ properties for **\$450k savings annually**
- Consolidated corrugate spend and negotiated new pricing through RFP process resulting in **\$600k in savings**
- Negotiated a new travel management company contract attaining **\$100k+ savings** while vastly improving customer service & satisfaction
- Conducted a RFP for Hazardous Waste Disposal services with a **reduction in initial quotes by over 35%**
- **Reduced** uniform rental expenses through contract negotiations **by \$225k or 15%**
- Integral member of sourcing team that led a cost savings initiative netting **\$137M of cost out** from \$700M+ in spend

2008 – 2009

Sr. Manager Indirect Sourcing / TECHTRONIC INDUSTRIES (TTI)

Atlanta, GA

- Analyzed & attacked spend areas for savings opportunities amongst \$800M in spend across divisions Globally
- Negotiated worldwide corporate card program to consolidate spend, extend terms, streamline AP, and **generate rebates of \$1.1M**
- Negotiated multiple airline, rental car, and hotel contracts for travel consolidation generating **savings of \$505k or 5%**
- Changed the corporate travel process and negotiated a new travel management contract **saving \$108k or 50%**

2007 – 2008

Manager Indirect Sourcing / UNISOURCE WORLDWIDE, INC

Norcross, GA

- Analyzed & attacked spend areas for savings opportunities amongst \$200M in spend and 150+ US locations
- Negotiated copier/multi-function machine contract with new vendor to **reduce printing/copying costs by 40% (\$700k)**. Also eliminated fax landlines through technology and another \$200k+ of spend associated with faxing
- Initiated and managed RFP for new travel management company **cutting spend by \$400k+** along with overhauling the entire process
- Negotiated national pallet contract to **reduce** number of vendors from 80 to 1 and **spend by 10%** or \$100k+
- Implemented new payment terms and pushed vendors towards AMEX P-card payments for increased rebates

2004 – 2007

Sr. Financial Analyst (promotion) / THE HOME DEPOT

Atlanta, GA

- Managed an initiative to improve rep synchronization cutting costs by \$400k+ and recapturing \$15M+ in work hours
- Created statistical models & metrics from raw data for governing performance of third-party contractors
- Supported the VP of "In Store Services" with reporting and analysis of third-party contractors
- Reduced admin workload through automation and streamlining of reporting

Financial Analyst / THE HOME DEPOT

- Restructured the surplus equipment disposal process which generated \$10M+ in revenue
- Cut \$1.1M from new store construction costs through a refurbishment project created & executed by myself
- Cut \$3.9M in technology refresh project costs by thinking outside of the box and changing the entire process
- Supported the VP of Systems & Operations (550+ people) with budgeting and forecasting \$98.6M
- Budgeted headcount, matrixed labor, department expenses, etc to meet the demands of the business
- Managed a \$92.9M project budget and oversaw vendor bids, scope/requirement changes, implementation, equipment disposal, and reconciliation efforts
- Created a new business unit that auctions off surplus and excess equipment reducing the burden and liability on the business

2003 – 2004

Financial Analyst / NEWELL RUBBERMAID CLEANING

Atlanta, GA

- Analyzed shipping volumes by zip code to determine a cost-effective location for a centralized distribution center that aided in Lower Cost Country manufacturing strategy that resulted in \$4.8MM of cost savings
- Compiled profit matrix plots and pivot tables for SKU rationalization projects to cut costs and improve profitability that reduced SKU count by 33%
- Provided financial impact of new product costs/profits as well as “make versus buy” scenarios
- Produced P&L’s for international divisions as well as web access to real-time updated P&L’s
- Created automated daily sales reports incorporating Excel, Access, My Eureka, and autoexec macros
- Project leader for the online liquidation of excess and obsolete inventory reducing it by \$1.5MM
- Set up reports, processes, and automated tasks used across several divisions as well as streamlining daily routines
- Audited sales force contract bids for financial approval based on margin profitability as well as operating income

2000 – 2003

Business Analyst Level II / GEORGIA NATURAL GAS

Atlanta, GA

- Maintained and improved financial models and variance analysis while preparing scenarios and sensitivity analysis for CEO
- Programmed Excel spreadsheets to automate tasks speeding up productivity and eliminating errors for sales force and supply purchases
- Analyzed pricing impact and projected profit margins to determine commodity pricing monthly for board approval
- Created financial models using regression analysis for predicting consumer usage based on historical data compiled with future weather forecasts

EDUCATION:

**Bachelor of Business Administration - Finance
UNIVERSITY OF GEORGIA Athens, GA**

STRENGTHS:

- Sharp analytical, problem solving, negotiation, and presentation skills
- Advanced skills in Excel, Access, Word, PowerPoint, SAP, SAS, Business Objects, SQL, Visual Studio, MiniTab, My Eureka Reporter Designer, Monarch, Document Direct, Outlook, Visio, Lotus Notes, QuickBooks Pro, Web Page Programming, Novatus, and many more
- Extensive business projection, budgeting, forecasting and market analysis experience
- Experienced with business process review, change and development and the implementation as well as approvals and communications to achieve successful transitions
- Thrive on challenges, new opportunities for accomplishment and helping others achieve their objectives

ACTIVITIES

Motorcycle Racing

Rebuilding Old Cars

Water Skiing

Stocks & Commodities Investment