

BILLY MCGHEE, MBA

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PURCHASING MANAGER

Strategic Procurement Planning | Strategic Sourcing | Vendor & Supplier Management

Proactive Supply Chain Management Professional with exceptional background in executing strategic sourcing efforts. Unrivaled ability to drive cost savings within purchasing and procurement environments. Skilled in optimizing inventory levels and recognized for ability to positively impact operational efficiency through innovative process improvements. Offer ability to define and clarify needs of internal stakeholders, evaluate and award competitive bids, and foster long-lasting productive supplier relationships. Expertise includes:

Negotiations | Contract Life Cycle Management | Inventory Management | Productivity Improvement
Process Optimization & Redesign | Vendor & Supplier Relations | Supplier Quality | Project Management
eSourcing | Staff Development & Management | Material Management | Cost Reduction Strategies

PROFESSIONAL EXPERIENCE

REALLY BIG COMPANY, INC. • VANCOUVER, BRITISH COLUMBIA

2010 TO PRESENT

World's largest business software company serving over 82K customers and operations in over 50 countries.

SENIOR STRATEGIC SOURCING SPECIALIST

Support over 8K employees across **20+** North American locations by managing 200+ diverse supplier relationships. Instrumental in developing and executing sourcing strategy including commodity profiling, commodity categorizing, and identification and prioritization of sourcing opportunities.

- ▶ Consistently exceeded savings target year over year for transactional processing; surpassed goals by **8.12%** (2010), **11.9%** (2011), and **4.4%** (2012).
- ▶ Saved \$2.09M in single year by leveraging sourcing data analysis and global commodity strategy.
- ▶ Oversaw global sourcing of **\$6M** in information technology expenditures across **50** countries.
- ▶ Slashed price level by **15%** and shortened lead time of projects by accurately forecasting quantity of purchase from vendor and recommending exemption of bidding process for HP server projects.
- ▶ Eliminated rejected POs from mobile service provider (Rogers) through collaborative effort with IT; implemented price buffer to accommodate dynamic price fluctuations, improving efficiency.
- ▶ Successfully resolved challenging procurement delay while ERP system was experiencing downtime; gathered all necessary specifications from LoB and worked in conjunction with vendor to expedite order.
- ▶ Maintained **supplier metrics and scorecards** encompassing Financial Health, Contract Compliance, Customer Satisfaction, Cost Competiveness, and Continuous Improvement.
- ▶ Directed **3** cross-functional teams to optimize sourcing strategies enterprise-wide.

UNITED NATIONS ESCAP • BANGKOK, THAILAND

SUMMER 2009

Regional commission of United Nations serving as development arm for Asia-Pacific region.

BUSINESS ANALYST - INTERN

Conducted extensive research on constraints of import/export procedures in Mongolia; performed data mining and analysis uncovering several deficiencies that produced higher trade cost.

- ▶ Provided validation of redesigning import and export process; established direct communications with government organizations, strengthening partnerships with UN ESCAP.

TECHNOLOGY MANAGEMENT, LTD ▪ RICHMOND, BRITISH COLUMBIA

2007 TO 2008

“Qualified Electronics Recycler” in North America specializing in electronic waste management services.

GENERAL MANAGER

Charged with developing and executing sourcing strategies; fostered authentic supplier relationships to mitigate poor buying power based on company size. Performed **market research, product inquiry, negotiations, issuance of POs, and coordinated logistics**. Managed purchasing team of **4** employees.

- ▶ Secured **15** qualified electronics scrap suppliers across North America in **6** months.
- ▶ Surpassed established savings targets by as much as **7%**.
- ▶ Introduced 3rd party inspection agent at main ports, rectifying quality issues.
- ▶ Improved vendor selection process eliminating high risk suppliers; increased qualified commodities by **28%**, reduced claim rate by **36%**, and decreased A/R by **25%**.
- ▶ Negotiated full refund with difficult supplier, slashing A/R by **18%** in 2 weeks.
- ▶ Decreased shipping costs by **19%** by establishing warehouse locations and consolidating shipments.
- ▶ Achieved **15%** cost savings by accurately tracking market information of highly volatile scrap market and precious metal commodities.

GLOBAL TELECOMMUNICATIONS CO., LTD ▪ BEIJING, CHINA

1999 TO 2006

5th leading telecom service provider in the world with 273M subscribers.

SENIOR PURCHASING MANAGER | PURCHASING MANAGER

Managed 4-person purchasing department and led development of sourcing strategy in collaboration with 38 stakeholders. Established and cultivated relationships with approximately **450** suppliers of IT and Telecomm products. Led supplier selection teams and prepared RFP documents.

- ▶ Directed cross-functional team in development of customized ERP system in **15** months; enhanced performance of procurement departments and increased efficiency by **15%**.
- ▶ Generated **18%** savings of total spend (**\$6.5M**) in single year by introducing **2** local manufacturers.
- ▶ Produced **complete customer satisfaction** by resolving complex product modification issue.
- ▶ Restructured segmented tariff classification of imported equipment, decreasing import taxes by **15%** of total invoiced value (**\$5M**).
- ▶ Reduced inventory levels and working capital by **20%** by implementing vendor management inventory process and ensuring all quoted bids encompassed all aspects of cost of ownership.

E D U C A T I O N

UNIVERSITY OF BRITISH COLUMBIA | VANCOUVER, BC

Master of Business Administration in Supply Chain Management & Accounting

UNIVERSITY OF SCIENCE & TECHNOLOGY | BEIJING, CHINA

Diploma in Software Engineering

BEIJING UNIVERSITY OF TECHNOLOGY | BEIJING, CHINA

Bachelor of Arts in International Trade

T E C H N O L O G Y S N A P S H O T

Microsoft Office Suite, SAP, Front Page, SQL, ERP