

STEPHANIE WOODS
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SUMMARY

Highly skilled **Commodity Manager** with 11+ years experience managing major commercial contracts, supplier performance and cost performance. 8 years of international contract management experience. Strong Supply Chain Management and Supplier Management skills. Highly developed problem solving and quantitative analytical abilities. Software skills include: MS Project, Word, Excel, PowerPoint, Access and Outlook, Primavera, VisoPlanner, JD Edwards and Scheduler Pro.

PROJECT MANAGEMENT

- Managed \$82M global IT project, involving six foreign countries, three primary suppliers and numerous sub-suppliers. Completed project on time and under budget, resulting in \$2.5M savings for employer.
- Skilled in all areas of project management including project planning and estimating, development of planning cycles, use of Gantt Charts, Critical Path Analysis /PERT charts and stakeholder analysis.
- Named Chairman of Quality Improvement Team for N. America, leading key quality initiatives aligned with global strategic goals.
- Worked with commodity managers to identify solutions with existing supply base and new suppliers when no current "fit" was found.

NEGOTIATION SKILLS

- Successfully negotiated a multi-billion dollar, global corporate contract for equipment, services and project-related incentives with major, multi-national OEM.
- Headed \$30M foreign equipment contract negotiation with French company, negotiating effectively to reduce overall contract cost by 30%.
- Negotiated Research & Development contracts for competitive 'Winner Takes All' effort with seven different firms, including four firms from Europe and Asia.
- Negotiated contract modifications for larger international contract totaling over \$50 Million in modifications and achieving over 10% in cost savings.

SUPPLY CHAIN MANAGEMENT

- Streamlined internal bar coding process, reducing staffing by 2 full time employees, saving 4,000 man-hours, and significantly improving the accuracy of the system.
- Saved employer over \$200K by renegotiating contracts with existing transportation firms, reducing shipping costs by combining pickups to create larger shipments.
- Took the initiative to develop and present proposals to management and major customers on key issues, which lead to the early completion of contract efforts and a savings of \$1M.
- Implemented supplier project which reduced delivery lead-times by 20-60% for all managed suppliers and increased On-Time Delivery performance by over 92%.
- Regularly sought out as internal resource on commercial and international trade practices and regulations, due to in-depth knowledge.

WORK EXPERIENCE

EXELL CORPORATION

Brighton, IL

April 2002 – Present

Commodity Manager

June 2003 - Present

Responsible for the strategic development and management of the supply base for raw materials, sheet metal and tooling commodities. Negotiate and finalize LTA/Supplier contracts, in accordance with SPX guidelines, for major suppliers. Develop supply base in low cost countries. Track commodity cost drivers. Utilize understanding of pricing and delivery trends to analyze, forecast and procure material utilizing JDE material system. Oversee staff of four. Oversee assessment of current and future internal needs vs. external capacity. Develop plans and timelines for enhancing performance of suppliers, creating systematic identification of cost savings opportunities through sourcing, usage and process improvement.

Contract Buyer

April 2002 – May 2003

Managed over \$30M in annual purchases and led a team of 5 Buyers and Junior Buyers. Negotiated multi-year, site-level contracts valued at over \$120M. Teamed with technical personnel to develop new solutions, which were then implemented as contract modifications and addenda.

ITIC SCIENCE TECHNOLOGY

Chicago, IL

March 1998 – March 2002

Subcontract Administrator

Managed 19 international contracts worth over \$80M between 8 different suppliers. Required the coordination of many external parties to achieve goals on time. Successfully negotiated and implemented many contracts with foreign commercial companies. Held quarterly technical and business reviews. Conducted site visits, and where appropriate, site audits and quality checks. Assisted in the successful implementation of Continuous Improvement Process concepts with two smaller suppliers.

EDUCATION

Masters of Business Administration

The University of Illinois

Chicago, IL

Bachelor of Science in Economics

The University of Illinois

Chicago, IL

CERTIFICATIONS

Certified Project Manager Project Management Institute 2002

Appointed to 2005 Board of Examiners for Quality Illinois (Baldrige-based quality assessment)

Certification in Import Management and Export Mgt designated by the Department of Commerce

Certified Purchasing Manager designated by the National Association of Purchasing Managers

LEADERSHIP ACTIVITIES, HONORS AND AWARDS

Vice President Project Managers Association of Phoenix 2006

Chairman ICSE Supply Chain Management Conference - Speakers Selection Bureau 2005

Member Subcontract Administration Society (Member since 1998)