

## **Strategic Sourcing and Financial Management Executive**

An accomplished executive with proven leadership experience using influence skills to engage, motivate and develop teams in dynamic environments. Professional experience with demonstrated results in a broad spectrum of government and private sector finance, project management and procurement leadership. Achieved record of accomplishment in designing, implementing, and executing strategies resulting in process improvements and value creation. Skilled in managing and influencing complex, cross-functional teams, including c-suite level. Areas of expertise include:

Contract Negotiation	Financial Management	RFx/Contract Administration	Financial/Ops Metrics
Forecasting/Analytics	VMO Services	Cost Optimization	SKU Rationalization
Strategic Sourcing	Change Management	Reporting & Analytics	Six Sigma – Yellow Belt
Process Re-Design	Influence & Persuasion	Leadership Development	Diversity, Equity & Inclusion

### **EDUCATION AND CERTIFICATIONS**

Doctor of Management - <i>Organizational Leadership</i>	University of Phoenix
Master of Business Administration - <i>Finance</i>	St. Xavier University
Bachelor of Science – <i>Finance</i>	University of Illinois – Champaign/Urbana
International Assn for Contract & Commercial Management	Certified Member (MCCM)
Benedict National	Real-World Negotiation
Emory University Center for Lifelong Learning	The Art of Negotiation

### **PROFESSIONAL EXPERIENCE**

**Millennium Consultants Group (MCG) 2017 – present**  
**CEO & President**

Responsible for developing and delivering strategic business advisory and training solutions to corporation and diverse/small businesses related to diversity, equity & inclusion, supplier diversity strategic growth, planning, and process improvements to increase effectiveness.

- Design and implement supplier diversity programs and growth strategies for corporate clients
- Lead MCG finance operations including banking, credit, payroll, invoicing, contracts, and procurement
- Negotiation and implementation of financial agreements with capital partners: NOW, BB&T and Live Oak Bank
- Conduct negotiations with state agencies including Depts of Administrative Services and Community Affairs
- Facilitate access to capital for growth and equipment acquisition
- Implemented operating metrics for clients leading to improved efficiencies
- Increased company revenues by 44% through customer retention
- Create and conduct custom Diversity, Equity & Inclusion training modules for senior leadership, managers, and individual contributors

**The Coca-Cola Company** **2015 -- 2017**  
**Senior Manager – Consulting, Professional Services & Contingent Labor**  
**Senior Manager - General & Administrative Procurement** **2013 – 2015**  
**Manager – General Procurement** **2012 – 2013**

(Spend Accountability: \$1B      Direct Reports: 5)

Serve as subject matter expert in the indirect category strategy including in-depth knowledge of industry structure, economic drivers, supplier solvency and marketplace intelligence. Categories include global accountability for: consulting, professional services, contingent labor VMS/MSP, credit card processing/settlement, business services, human resources, executive development, talent & development. Responsibility for global consultant utilization strategy including managing multiple clients, negotiating scope, pricing model, resource utilization planning and ramping up/ramping down

- Department liaison to finance and accounting functions providing spend analytics to create annual budgets
- Led cross-functional teams through 7-Step Sourcing and change management processes to improve total cost of ownership. Achieved >\$48M savings in 5 years
- Led contract negotiations and management of global agreements consulting, software, and contingent labor

- Served as led for Indirect team for compliance audits and providing metrics, tools, best practices, and training
- Developed SQL based spend reporting tool and processes for managing category savings and supplier performance, achieving 48% category savings. These tools/process have been successfully replicated across indirect and direct procurement categories
- Designed and trained team on contract process efficiency enhancements reducing contract cycle time by 22 days
- Led DEI and supplier diversity efforts for the Global Procurement team resulting in exceeding annual inclusion targets
- Developed new processes and metrics for usage of consultants and contingent workforce and influenced c-suite to adopt resulting in multi-million-dollar value
- Led and implemented projects with diverse global cross-functional c-suite team members

### **Cox Communications, Inc.**

#### **Manager, Strategic Sourcing & Diversity**

**2008 – 2012**

(Spend Accountability: \$1.2B | Direct Reports: 8)

Primary accountability for the initial development and implementation of the Strategic Sourcing discipline for the Cox Wireless business unit. Responsible for strategic sourcing, supply planning, inventory strategy and 3PL management for the launch of the new Wireless Division. Lead supplier diversity program creating metrics and presenting results to executive leadership and external stakeholders

- Developed and implemented supply chain processes, procedures, metrics and executive communication reporting for the Sales and Operation Planning functions
- Creation of accounts payable policies, processes and governance for telecom and wireless departments
- Led the Supplier Diversity program to achieve 250% increase in Tier 1 spend and 500% increase in Tier 2 spend within 3 years and *Diversity Inc* Top 10 recognition in 2010 and 2011
- Lead corporate buyers (7): responsible for supplier setup and invoice settlement
- Develop and maintain an inventory strategy maintaining 99% fill rate for all channels
- Sourcing and negotiation of IT hardware, software and maintenance agreements for construction and implementation of the wireless infrastructure: towers, leases, hardware, software, and professional services
- Lead cross-functional teams from Wireless, Retail, Marketing, and Customer Care to maintain integrity of product supply and continuity of services
- Lead ERG Council to provide policies, guidance, engagement, and metrics to maximize ERG participation and engagement

### **SunTrust Bank**

#### **Assistant Vice President** (Spend Accountability: \$650M)

**2000 – 2008**

Responsible for the overall development, implementation, and monitoring of the sourcing strategy for indirect categories of spend for the Human Resource, VMS/MSP, Commercial, Retail, Treasury Management and Enterprise Information Systems lines of business.

- Regularly conduct cost analyses to reduce costs as well as increase quality of services and goods. Average saving per year >\$14MM
- Led sourcing initiative for largest ATM hardware project in North America, achieving 31% savings
- Led audit team for Gramm-Leach-Bliley Act compliance
- Sourced and managed implementation of MSP/VMS system for professional services achieving ~\$15M savings
- Perform overall sourcing opportunity analysis (financial, legal, operational, technical, market fit) to determine priority of terms and parameters for evaluation and provide recommendations
- Consistently recognized for achieving cost savings exceeding annual goal
- Manage the Supplier Diversity program by creating training, policies, compliance, and supplier opportunities

## **ADDITIONAL EXPERIENCE**

### **Atlanta Housing Authority**

**1995-2000**

Manager, Capital Planning, Facilities & Development (Spend Accountability: \$1.5B | Direct Reports: 10)  
Finance & Administration Manager (Spend Accountability: \$1B)

### **Chicago Housing Authority**

**1988-1995**

Senior Contracts & Grant Administrator (Annual Spend Accountability: \$50M | Direct Reports: 28)

**CAREER MILESTONES & AFFILIATIONS**

Institute for Supply Management (ISM)  
*Supplier Diversity Advocate of the Year (2014)*

The Coca-Cola Company  
*Champion of the Year (2014)*

Greater Women's Business Council  
Board 1<sup>st</sup> Vice Chair, HR Committee Chairperson

Institute of Supply Management – Member

Georgia Minority Supplier Development Council  
*Buyer of the Year – IT (2011 & 2012)*  
*George A. Lottier Rising Star (2008)*  
*Advocate of the Year (2007 & 2008)*

Georgia Minority Supplier Development Council  
Board Member

Kappa Gamma Pi - Graduate Honor Society