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906 Milan Terrace Drive
Fort Collins, CO 80525

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Airport Operations Maintenance Technician

ATTN: Hiring Manager

In response to your requirements for the above referenced position, and having served Fortune 200 companies such as Lockheed Martin, my job responsibilities covered management of materials, manufacturing, procurement and inventory control. I realize and appreciate the challenges facing these disciplines.

As I understand your interests relate directly to the development and management of this environment and the tracking and measuring of success. My experience includes an extensive background in the successful management within business organizations.

My qualifications include:

- Providing business units with the expertise, in response to customer requirements, to assure optimum outcomes.
- Set up of consistent methodologies and training throughout the enterprise.
- Budgets and staffing considerations to maintain business processes.
- In depth experience utilizing Microsoft office programs in presentations and training.

I would appreciate the opportunity to meet with you and members of your staff to discuss the following:

- Your expectations for the position.
- The future growth potential for the position.
- The opportunities to create and enhance value.

If you find that my work history will add value to your organization, I can be contacted at the above phone numbers or email.

Best regards,

Jon Osell

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OBJECTIVE

A position in utilizing my background and experience to analyze and consult in complex materials and production strategies, devise and create effective plans and lead actions that generate improved results and create value for the organization.

SUMMARY OF QUALIFICATIONS

A diverse and creative Professional with 15+ years of leadership and managerial experience, both domestic and international, demonstrating analytical capabilities that have resulted in cost savings and improved utilization of resources. In addition, have experience in national and international negotiations in complex business environments.

PROFESSIONAL HISTORY

Analyst, Department of Defense, Denver, CO

Senior Analyst for the Defense Contract Management Agency responsible for the dissemination, monitoring and reporting for the missiles and space division of the DOD. Monitors major defense contractors on significant programs for procurement, materials and contract compliance.

Senior Vendor Manager, Level (3) Communications LLC, Broomfield, CO

Senior IT procurement position for Network Procurement, responsible for hardware spend for the enterprise. Managed and negotiated major international agreements with BSP Partners.

Senior IT Procurement, City and County of Denver

Responsibility for overall procurement of the City and County of Denver's IT hardware and software, Telecommunications and services purchases.

Vice President, Mile High Careers, LLC, Denver CO

Selected, interviewed, placed and counseled High-Tec executives in the management of their careers.

Global Solutions Consultant, i2 Technologies, Dallas, TX

Consulted and sold to Fortune 200 companies Supply Chain Management software for both national and International High-Tec and SCM engagements.

Senior Manager of Commodities, US West, Denver, CO

Managed all contracts, contract negotiations and RFX's for over \$250 million in procurements for this telecom's IT and SCM department.

Manager of Manufacturing/Materials, Lockheed Martin, Boulder, CO

Manager of procurement for all electronics, components, disk drives in addition to PCB assembly and sub-assembly contractors. Managed a department of 35 including manufacturing, materials, shipping and receiving.

EDUCATION: B.A. University of Colorado, Boulder, CO, Pre-Law

SELECTED ACHIEVEMENTS

PROBLEM: Defense contractor required a methodology for tracking engineering changes for critical path mil-spec components for memory systems developed for the Patriot Missile System. **RESULTS:** Organized a group within material control to track all ECNs for engineering and inventory control to track and measure all exceptions and changes to bills of materials.

PROBLEM: One of world's largest Internet backbone providers had a requirement to facilitate the IT Vendor Management Team's process throughout the organization. **RESULTS:** Utilizing presentations, conferences and VP level staff meetings, facilitated an enterprise wide Vendor Management process, provided negotiation and control of SOW processes.

PROBLEM: Major telecom provider required complex sub-contracting negotiations with offshore providers to augment the transfers of inventory and software applications to BSP partner control. **RESULTS:** Negotiated and created a series of statements of work to accommodate the transfer of multi-million dollar obligations to offshore resources. Cost savings of 40% were accrued in the process.

PROBLEM: City Government had an urgent requirement for rugged laptop computer systems for Police, Fire and Emergency Medical Services. **RESULTS:** Designed, issued, tracked and awarded a multi-million dollar contract for laptop computers along with their installation, warranty and service. Coordinated efforts with Treasury, Budget, City Attorney and participating agencies.

PROBLEM: The World Wide Retail Exchange had a requirement for an international portal application for its member constituents. **RESULTS:** Along with team members, prepared and presented a RFQ and presentation to the WWRE, and won the award for the portal and participated in its implementation.

PROBLEM: Facilitated the interface between the IT department of the world's largest consumer products company (P&G) and the leading SCM software company in the selection and implementation of a complete SCM and Content software package. **RESULTS:** The largest consumer products vertical software sale for the year and exceeded sales targets by 233%

PROBLEM: Electronic manufacturer required a systematic MRP system to control forecasting, manufacturing, procurement and inventory/production control. **RESULTS:** Created a customized part numbering system to facilitate creation of bills of material for complex assemblies with component costing and engineering change capabilities. Averaged a 15-20% annual reduction in cost in PCB, disk drive and assembly costs.

PROBLEM: Major telecom company had a requirement for SOX compliance for government related contracts for services. **RESULTS:** Along with corporate legal department, established control guidelines that established best practices business processes throughout the organization.

PROBLEM: Major industry provider required a process system to identify and address critical supply chain issues in inventory and production control, freight and logistics. **RESULTS:** Addressing inventory warehousing organization, established a systematic locator system that tracked all inventory by part number, location and established aging reports for all parts.