

**Paul Walker - CPM**

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**Strengths To Share:** Leadership, accountability and passion for success. An emphasis on best practices, collaboration, **sourcing**, sustainability and Lean Manufacturing. I have verifiable experience in all aspects of procurement, inventory, purchasing management, commodity management, planning for both tactical and strategic purchasing, within medical, defense, automotive, oil & gas, start ups, store fixtures and original equipment manufacturing (OEM).

**Tasks / Skill Sets / Within all positions listed below:** Reviewed requisitions, developed and solicited bids, analyzed responses. Maintained and developed vendor relations, planning, negotiated pricing, sourcing, used collaboration, best practices and lean manufacturing. Inventory control, NPI and organizational development. Major and minor negotiations/purchases; contracts from beginning to end including terms and conditions. Led cost and quality improvement efforts as part of “The Toyota Way” such as inventory strategy, Kan Ban, Kaizen etc; increased profit margins through research and analysis of commodity markets and more. I have delivered more than \$25M to the company’s bottom line through hard and soft savings.

**Special Expertise**

- Expert negotiator with ability to cut and retain costs through lean manufacturing processes and key commodity management.
- Hands on with total cost savings programs, utilizing cost monitoring tools, and strategies with savings exceeding \$500K annually in purchasing, supply chain and inventory.
- Worked with start ups and many process implementations.
- Wrote and negotiated contracts and led project goals, sourcing changes and personnel management.
- Successfully led many new product introductions.
- Was an organizational development leader/liaison with an emphasis on leadership, accountability, collaboration resulting in savings in excess of \$25M.

**Professional Experience**

(Over the past few years I have accepted temporary / contract assignments and lay off) the last 2 years major sourcing in the Wind Industry.

**Various Consulting, Contract / Temp positions within Purchasing / Management & Volunteering**  
(See above tasks sections for job responsibilities) 2017 to present

Pratt & Whitney 1 Year Plant Closure

**Purchasing, Project Coordinator**

Performed research, design, analysis and reporting using parts lists, BOM'S etc to execute RFP/Long Term Agreements for several NPI programs. Project Management support and certified for FAR, ITAR sourcing.

- Reviewed spot buys against long term strategies.
- Coordinated several APU engine programs for best supply base.
- Commodities ranged from electronics, metal fabrication and sub assemblies.

Premier Oil Equipment 1-1/2 Years Contract

**Purchasing / Supply Chain Manager / Contract Position**

**Developed JIT programs using planning tools and negotiations, in addition adding to working capital to achieve savings approximately \$700,000 through:**

- Cost and quality improvement efforts as part of Lean Key Business Metrics
- Inventory strategy, cycle counting, Kan Ban
- Supplier negotiations, supplier managed programs
- Increased profit margins through research and analysis of commodity markets
- Cost avoidance measures, MRP developer, cross functional collaboration.

Commodityhunter.com 2 Years  
**Founder/CEO/Consulting/Purchasing / Contracts / NPI**  

- Project Management.
- I created and developed Commodityhunter.com during a long lay off and economic down turn- putting my experience and education to use.
- Commodityhunter.com was a web site for manufacturing, supply chain and other companies.

Professional Plastics 1 Year Layoff  
**Senior Buyer**  

- Was part of group in charge of plastic purchases, sourcing, negotiations, planning and manufacturing nation wide with overall spend approximately \$25M. Project Management support.

Leggett & Platt 3-1/2 Years Plant Closure  
**Purchasing Manager**  
**Reduced inventory levels by \$300,000+ and increased inventory turns by 4 and higher and more through:**  

- Cost and quality improvement efforts as part of Lean Key Business Metrics
- Inventory strategy, cycle counting, JIT, Kan Ban and others
- Increased profit margins through research and analysis of commodity markets
- Research and amendments of MRP/ERP systems
- Development and use of key performance indicators
- Cost avoidance measures, MRP developer, cross functional collaboration.

Volt Staffing Agency 2 Years Temp  
**Purchasing / Project Support for large mfg. Agilent**  

- Developed and maintained inventory and MRP planning method spreadsheets for inventories worth \$3M.
- Produced project-planning layouts for several supply integration projects. Led all NPI functions.
- Developed JIT programs using planning tools and negotiations to achieve savings of \$700K.

WaterPik 3 Years Layoff  
**Senior Buyer**  

- Lead for cost savings programs of \$2M annually.
- Led teams in ISO 9000 implementation and NPI projects. Project Management support.
- Responsible for sourcing new suppliers for various commodities and capital items both domestic and international.
- Key contact and responsible purchasing representative for New Product Introduction.
- Set multi-million dollar benchmark agreements for formulations and plastics.

Honeywell 10 Years Layoff  
**Purchasing Manager, Project Management support**  

- Successfully maintained a world class supply chain by contributing \$10M in annual savings by implementing key performance indicators, tracking department goals, monitoring supplier relations and benchmarking all agreements.
- Supply Chain/Project Manager and also Department Representative in New Product Development.
- Developed JIT agreements and other innovative supply chain approaches to achieve total cost initiatives, effective supplier agreements and technology/pricing trends.
- Commodities such as electronics and electro-mechanical, seals, O-Rings, plastics, metal fabrication, raw metals, pneumatics, corrugated, packaging, formulations, cables, harnesses, capital, IT, PCB, PCBA'S.

**Education/Skills**

- Regis University: Bachelors Degree, Organizational Development (Emphasis on Management and Leadership)
- CPM
- Time Management, Communication, Collaboration,
- “**The Toyota Way**”, 4 P Philosophies, Process

MRP/ERP systems such as SAP, Oracle, JDE, MAS, Baan, 4th Shift and MS OFFICE

**Other Certifications/Skill Sets**

MBS, Management by Strengths (2006)

Internal ISO Auditor. Experience with FDA and UL Audits

PAR Training, Performance Measurement Appraisal (1997), the People Code,  
Certified FAR, ITAR