

Senior Contract Manager

ROBERT SMITH

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Objective

Senior level Management Consultant with twenty years of experience leading business strategy and digital transformation programs, including process redesign, data analytics and legal/regulatory support.

Skills

Complex Project Management, Enterprise Program Management, Management Consulting.

Work Experience

Senior Contract Manager

ABC Corporation - June 2011 - October 2012

- Directed multi-million dollar initiative to purchase IQNavigator, vendor management software.
- Managed 5-year material supplier contracts with funding valued at approximately \$214M for the Transmission category of Supply Chain.
- Headed initiative to contract TVA designed steel poles, which has the potential to revolutionize the way poles are purchased in the power industry.
- Led Supply Chain teams to perform market, usage and cost-benefit analyses to plan, source, negotiate, and contract for items used in the construction and/or repair of transmission lines that provide power for the Tennessee Valley.
- Traveled to domestic and international commodity suppliers to assist in capability analyses and relationship building.
- Worked with suppliers to ensure timely order processing, delivery, reporting, and quality control of materials sent to TVAs warehousing facility or field sites for both Transmission Operations and Maintenance (TOM) and capital projects.
- Developed key performance indicators to lead performance management initiatives with external suppliers.

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Delta Corporation - 2008 - 2011

- Prepared, amended and issued RFPs and RFQs, and SOIs for the award of contracts and grants Reviewed and evaluated proposals submitted under the RFPs .
- Senior Contract Manager - 2000 US Census Project Managed the contract deliverables and modifications with the US Census Bureau customer for a four-.
- T-Mobile USA, Inc., a subsidiary of Deutsche Telekom AG, is a national provider of wireless voice, messaging, and data services capable of reaching .
- Senior Contract Manager Responsible for identifying, developing and managing suppliers for security and facilities management commodities; primary .
- Partnered with Retail New Construction and Retail Loss Prevention teams to increase the reliability of handset security devices and reduce the .
- Led a cross-functional team that developed a process which allowed for utilization of a single source of supply for HVAC systems at T-Mobile .
- Management of Global Software contracts including Microsoft, IBM, Oracle & Tibco.

Education

M.B.A. in Marketing & International Management - (University of Tennessee - Chattanooga, TN)