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GLOBAL DIRECTOR OF PROCUREMENT/STRATEGIC SOURCING

- Strategic and Tactical Leadership roles in Global Procurement who is driven to excel at delivering unique solutions to sourcing challenges.
- Driving results in the engineering/construction industry, supported internal clients including sales, marketing, IT, production, HR, legal and facilities as well as external in the energy, petroleum, gas, infrastructure, biotechnical/pharmaceutical and chemical markets.
- Responsibilities include sourcing, purchasing, expediting, logistics, warehousing, contracts administration, shop expediting, Total Quality Management, Six Sigma, Lean Sigma.
- Utilizing every technology and tool including the internet, reverse auctions, financial and sensitivity analysis balance sheets, financial reports, eProcurement, and systems big and small, from a corporate ERP solution down to a PowerPoint PC presentation.
- Developed, deployed and managed departments and organizations of varying size from a hand full of specialists, to mega-projects approaching 1,000 indirect reports and budgets from \$ 10 M to \$ 4 B.

CORE COMPETENCIES

Strategic Analysis	Business Process Re-Engineering	Revenue Generation
Internal Consulting	Customer Satisfaction Management	Strategic Planning
Partner Relationships	Client Relationship Management	Cost Control/Reduction
Negotiations	Long Term Development	Technology Deployment
Mediations	Organizational Performance	Manage Mission/Vision
Paradigm Shifting	Productivity Enhancement	Trainer/Facilitator

PROFESSIONAL EXPERIENCE

JACOBS ENGINEERING GROUP Mt. Laurel, NJ 2000-2008
Global Engineering/Procurement/Construction Company serving Fortune 500 companies: \$12B revenues
Director, Procurement & Leveraged Services (2004-2008)

- Delivered bottom line savings through reduction in direct/indirect costs and negotiation of favorable risk management engagement terms. Managed \$ 250+M in overhead/infrastructure agreements on a local, regional and international scale, including award, deployment and administration with providers such as IBM, Dell, Microsoft, British Telecom, Staples, Lyreco, Grainger and AMEX.

Major Achievements

- Drove implementation of decentralized \$150M multinational eProcurement electronic ordering system spanning 400+ offices, 700+ users, 100+ suppliers, and 1500+ transactions per month. Average vendor leveraged savings exceeded 15-20% or \$12M annually.
- Created, prepared and released global print management RFQ with projected hard dollar savings opportunities of \$30M+, with an additional \$21M in soft dollar process improvement savings on annual spend of \$ 200M+.
- Delivered \$830K in savings in 2008 with additional \$1.5M projected for 2009 based upon a tiered volume sensitive rebate schedule and saved \$3.5M by negotiating new contract with Dell.

JACOBS ENGINEERING GROUP (Cont'd)

Director, Procurement, Northern Region (2002-2004)

- As business projected a 300% increase, re-engineered overall process into a unique Supply Chain Management concept merging previous separate resource pools of buying/expediting/contract administration into one resource that supported the 300% growth with a leaner/empowered operation

Major Achievements

- Elevated culture from administrative to a valued-added supply chain management function.
- Championed risk assessment process and trained Subject Matter Experts, removing 95% of all engagements previously routed to Legal for review and streamlining contract negotiations time by up to 3 weeks.
- Supplied leadership and oversight to multi-office Procurement/Expediting/Contracts Administration and Document Management group supporting external client engineering, procurement, and construction global projects.
- Pioneered Procurement "Alliance" relationships with major clients including Eli Lilly, Merck, Rohm and Haas.

Director, Contracts (2001-2002)

- With direct accountability for contracts at \$650M+ for a Merck Pharmaceutical Bio-technical construction project served as Projects and Procurement Liaison to Merck corporate operations as well as several Eli Lilly Pharmaceutical projects.

Manager, Procurement, Overhead Operations (2000-2001)

RAYTHEON ENGINEERS & CONSTRUCTORS Philadelphia, PA/Princeton, NJ 1987-2000
Worldwide Engineering/Construction Company serving biotechnical/pharmaceutical/chemical and energy companies with \$3B in revenues.

Manager, Corporate Operations Procurement (1993-2000)

Manager, Procurement (1987-2000)

- Managed \$150M in overhead/infrastructure agreements on a local, regional, and international scale, encompassing negotiation, award, deployment, and administration and operated as procurement liaison to parent company as Subject Matter Expert on Reprographics, Office Supplies, IT, and Travel related initiatives
- Procurement Lead for biotechnical/pharmaceutical fast-track engagement projects, reengineering policies / procedures and systems to be more cost competitive in the marketplace.

Major Achievements

- Directed procurement, contracts administration, and expediting management for energy, biotechnical, pharmaceutical, steel, and infrastructure projects, including \$2.4B Seabrook Nuclear station initiative with 900 personnel.
- Eliminated 75 lease/rental agreements and saved \$600K on annual spend of \$12M+ by negotiating and deploying a print management agreement with Xerox utilizing fleet management and "cost per copy" concept of engagement.
- Implemented ProCard program for low end direct/indirect purchases

EDUCATION

MBA, Business Law & Organizational Behavior

Drexel University

Philadelphia, PA

BA, Business Administration

Penn State University

State College, PA

Karass Effective Contract Negotiation Contract Administration: Penn State University