

David Sample Resume

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Strategic Sourcing & Corporate Real Estate Professional

Proven visionary leadership, solution development, process improvement, and sound analytical decision-making that greatly influence business functions at a meaningful level.

Highly accomplished, take-charge leader, offering 17+ years of broad and diverse experience in Senior Management roles. Established history of earned promotions and achievements. Key experience in Strategic Sourcing and Corporate Real Estate includes negotiating leases and contracts for multiple locations, managing multi-million dollar budgets, financial reporting, identifying and resolving operational problems, reducing cost, driving efficiencies and increased revenues. An avid lifelong learner who is highly adaptable, as shown by successful career transitions across multiple disciplines. Master of Business Administration with emphasis in Marketing.

Qualifications Summary

- Proven ability to provide oversight and governance for over 50 locations throughout the US and Canada.
- Effectively collaborates with internal / external partners, teams, and senior management.
- Strong financial/ budget management skills with expertise in facilities oversight and operational management.
- Vastly experienced in managing multiple projects through the coordination of people and resources.
- Monitors and evaluates project progress and results, determines improvements and implements appropriate measures to achieve company goals.

Core Sourcing, Corporate Real Estate & Leadership Competencies

Strategic Planning • Management of People & Resources • Project Management • Cross Departmental Communications Leadership • Supplier Relations • Multi-Location Oversight • Contract & Lease Negotiations • Facilities Management • Leading Change • Managing Across Boundaries • Trend Analysis • Data Analytics • Financial Analysis & Budgeting • IT Applications Team Building • Customer Service

Experience & Accomplishments

► **Company Name, Inc.**, Atlanta, GA & Eagan, MN

November 2008–Present

Strategic Sourcing Manager – Supply Chain Management (October 2011 – Present)

Responsible for all supply chain activities for Information Technology for Airport Customer Service, IT Field Operations, ecommerce and Supply Chain Management Departments. Oversee relationship between name of company and airline specific B2B company. Uncover opportunities to realize savings by leveraging competition, negotiating new contractual terms and presenting alternative solutions to internal customers.

- Negotiated \$2.4M in savings for 2014 year-to-date.
- Developed and implemented strategic sourcing plan for ecommerce, airport hardware and mobile device solution services.
- Spearheaded efforts to lead the industry in deploying automatic passport control kiosks at major airports reducing passenger-processing time on average by 29% to 45% and earning Delta numerous accolades from the national media. Negotiated savings from this project was \$2.6M.
- Sourced supply chain tool for managing lifecycle of procurement activities providing an automated solution for issuing RFPs, conducting reverse auctions and developing a central repository for historical projects.
- Managed ecommerce sourcing of \$40M for new web platform and mobile applications with \$3M in negotiated savings from a position of no leverage.

General Manager – Warranty, Insurance & Outside Repair Sourcing (November 2008 – October 2011)

Managed Warranty and Insurance teams responsible for identifying and negotiating savings and cost avoidance opportunities valued at \$50-\$60M annually. Also led the Outside Repair Sourcing team that was responsible for supporting aircraft maintenance/technical operations' performance by managing the repair cycle process, holding suppliers accountable to contract terms, and sourcing non-contractual repairs.

Company Air Lines, Inc. (Continued)

- Supported development and implementation of improved automated solutions for both Warranty and Outside Repair Sourcing.
- Implemented performance metrics for Warranty and Outside Repair Sourcing to drive accountability and visibility to financial and operational performance.
- Accelerated the transition of Warranty and Outside Repair Sourcing functions from Minneapolis to Atlanta one year earlier than planned.
- Chaired Air Transport Association's forum on warranty automation.
- Served as Section Chief on Delta's aircraft incident/emergency response team.

► **Northwest Airlines, Inc.,** Eagan, MN

August 1997–October 2008

Regional Director – Airport Affairs/Corporate Real Estate (June 2006 – October 2008)

Negotiated and managed airport leases and contracts for a 50-location portfolio of airports in the western United States, Alaska, Hawaii and Canada.

- Served as liaison for political, facility and airline specific issues between airline and airport senior management, commissions, authorities, and state transportation departments.
- Developed and managed \$75M annual rent and landing fee budget.
- Pursued airport financial and operational issues to reduce operating costs and increase concession revenues.
- Participated in airport-airline affairs committees including at least an annual review of operating and capital budgets.

Manager – Revenue Management Support (December 2003 – May 2006)

Managed analyst team responsible for group product's pricing, inventory, distribution and growth strategies with revenues in excess of \$275M. Also oversaw call center staffed with union represented employees who were responsible for maximizing revenue associated with inventory exception requests and seat overbookings.

- Spearheaded deployment of state-of-the-art domestic and international automated systems to enhance group product's value proposition and optimize exception revenue management, revenue integrity, and tracking systems.
- Organized labor strike contingency plans across marketing and sales.
- Led employee volunteers on aircraft incident/emergency response team.

Manager – Marketing Controller (February 2003 – December 2003)

Managed financial analyst team responsible for the development of the annual operating and capital budgets, monthly financial performance reports, and capital and operating forecasts.

Manager – Airport Customer Service Automation (Temporary Assignment: September 2002 – January 2003)

Project managed the successful deployment, implementation, and communication of North American rollout of self-service ticketing devices. Completed project in 3 months (original timeline was one year) and under budget by \$1.6M.

Manager/Team Leader/Senior Analyst – Revenue Management (April 1997 – September 2002)

Managed analyst team responsible for \$1.3B in incremental revenue opportunity by controlling discount seat allocations and overbooking levels. Responsible for load factor, yield and revenue forecasting in conjunction with Financial Planning & Analysis. Promoted to Team Leader, September 1998, and to Manager, September 1999.

Education

William E. Simon Graduate School of Business Administration
University of Rochester, Rochester, New York
Master of Business Administration, March 1997
Concentration: Marketing
Served on Simon School Alumni Council (2008-2011)

University of Rochester, Rochester, New York
Bachelor of Arts in Political Science, May 1991
Awarded Wegman's Scholarship; Dean's List