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# FREDERICK MILLER

4916 Johnson St • Houston, TX 77004 • ###.###.#### • emailaddress@hotmail.com

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## Director of Global Procurement & Supply Chain

*Strategic Global Sourcing • International Negotiation • Manufacturing Supplier Management*

Accomplished Supply Chain Management, Procurement, and Operations Executive with more than 20 years of experience in international sourcing, supply chain optimization, and vendor management. Experienced professional in the industrial manufacturing industry with demonstrated achievement in the development and execution of strategies and action plans that forge strategic partnerships in complex value chains to drive competitive advantage.

Fluency in English, Mandarin and Cantonese Chinese with expertise in international business relations and contract negotiations conducted in more than 20 countries. Exceptional communication and leadership skills to coach, manage, and motivate diverse professionals in the planning, implementation, and execution of high-value strategies resulting in greater productivity, higher revenue generation, and strengthened financial results.

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### AREAS OF EXPERTISE

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- Materials Management
- Strategic Global Sourcing
- Value Stream Management
- International Logistics
- Expert Negotiation Skills
- China/Asia Business Experience
- International Trade Compliance
- Production Optimization
- Budget and P&L Management
- Cross-Functional Leadership

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### EDUCATION & TRAINING

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**Master of International Management (MIM)** • Thunderbird School of Global Management • Glendale, AZ  
Bachelor of Science (BS) Business Administration • University of Illinois • Chicago, IL  
Executive Management Seminar: International Strategy • Columbia Graduate School of Business • New York, NY  
APICS • Supply Chain and Production Management Courses • Portland State University

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### CAREER HIGHLIGHTS

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- Spearheaded program to reduce \$5 million in maintenance, repair, and operating (MRO) spend by renegotiating materials pricing agreement to achieve a **40% cost reduction**, amounting to **\$2 million in annual savings**
- Achieved **25% cost savings of \$600,000 annually** from initiating a reengineering project involving product specifications, resulting in increased material usage yield and decreased manufacturing processing costs
- Produced **\$6 million in total supply chain savings** over five years through strategic vendor management, supplier relationships, and skilled contract negotiations
- Delivered **\$12 million PPV savings from \$100 million spend** through expertly renegotiated international supplier agreements, low cost country (LCC) sourcing, and reengineering projects.
- Dispatched to China to facilitate **resolution of \$2 million** capital equipment purchase dispute

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### PROFESSIONAL EXPERIENCE

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#### DIRECTOR OF SUPPLY CHAIN & FULFILLMENT

2015-2016

CHEMEOR (Houston, TX)

*Leading chemical innovator delivering cost effective solutions worldwide for enhanced oil recovery, drilling, and production*

Head of global supply chain managing a diverse cross-functional team of operations and purchasing professionals. Oversaw all inbound / outbound logistics of ocean freight and flexi-bag containers, purchasing, production planning, chemical material sourcing, contract negotiations, commodity management, supplier development, and international trade compliance.

Collaborated closely with top tier oil and gas customers including Halliburton, Baker Hughes, and Schlumberger.

- Analyzed pricing agreements and **renegotiated 6% to 38% price reductions** with polymer and surfactant suppliers
- Established key metrics to drive productivity, reduce costs, and align individual and department performance with company goals and objectives

- Achieved **80% success rate in supplier negotiations**, obtaining significant price reductions, favorable term concessions, and optimized contract agreements

**MATERIALS MANAGER****2010-2015**

OXANE MATERIALS (Houston, TX)

*A ceramic proppant manufacturer and nanotechnology company for the energy industry*

Recruited to build and lead raw materials supply chain department for a startup organization. Managed all supply chain and global sourcing activities, growing annual spend to \$20 million on minerals and chemicals. Collaborated on procurement projects with diversified base of suppliers domestically and in China, Germany, Turkey, Canada, Mexico, Russia, Greece, and Australia. Established TCO commodity strategy, oversaw new product development, negotiated pricing agreements, and developed innovative sourcing opportunities.

- Negotiated **\$2 million cost savings** with a zirconia material supplier by qualifying alternative suppliers at lower pricing, compelling the incumbent supplier to renegotiate a **40% price reduction with safety stock terms**
- Delivered **\$325,000 cost savings** in multimodal transportation through mode selection optimization
- Challenged with sudden industry downturn, facilitated the **sale of \$1 million in excess raw materials** and avoided an additional \$350,000 in associated materials disposal cost savings

**INTERNATIONAL FREIGHT CONSULTANT****2008-2009**

CHC HELICOPTER (Vancouver, BC, Canada)

*Offshore transportation for companies that discover and produce deepwater oil and natural gas*

Key member of the Executive Restructure Team, reorganizing air freight services for 200+ helicopters supporting offshore drilling companies operating in 25 countries. Negotiated express package and cargo airfreight price and service level agreements with top global 3PLs.

- **Streamlined \$30 million in freight spend** ahead of company IPO
- Delivered an exceptional **25% freight cost reduction**, amounting to \$7.5 million savings, by consolidating freight accounts and leveraging volume discounts
- **Consolidated freight suppliers by 53%** based on analysis of geographical strength, service performance, and overall cost

**GLOBAL COMMODITY MANAGER | PCBA CONTRACT MANUFACTURING****2007-2008**

HONEYWELL INTERNATIONAL (Phoenix, AZ)

*Managed 25 new product development and implementation (NPD / NPI) projects and MSA negotiation with EMS suppliers*

Led PCBA transition team in relocating domestic ECM supplier to low cost regions of China, Malaysia, Thailand, India, and Estonia. Headed simultaneous cost reduction initiatives in collaboration with overseas development teams in China, India, Brazil, Ireland, UK, Canada and the US. Collaborated with a cross-functional team comprised of managers from engineering, finance, and plant operations.

- Produced **\$12 million PPV savings** on \$100 million spend from new low-cost country (LCC) suppliers, targeted RFPs, negotiated payment terms, process reengineering / optimization
- **Negotiated long-term master supply chain agreements** with top tier EMS suppliers, securing favorable terms for major contract provisions, including a mandatory **3% year-over-year price reduction**

**SENIOR GLOBAL SOURCING ANALYST****2005-2007**

RADIAL (FRANCE) &amp; PULSE ELECTRONICS (Larsen Antenna, Vancouver, WA)

*Developed sourcing strategies for PCBA, electro-mechanical components used in RF antenna, GM OnStar and VW Audi*

Implemented direct sourcing relationships with suppliers in China, Taiwan, and Korea, resulting in **cost savings of up to 70%**. Presented **\$4 million cost reduction strategy** proposal for moving General Motors' assembly operations from Mexico to China, which was successfully adopted in 2008.

**ADDITIONAL INTERNATIONAL EXPERIENCE**

Extensive travel in Asia and experience living as an expat in Canada and Belgium in Sales, Marketing, and Purchasing roles with Rockwell Collins, International Harvester, American Home Products, Spalding Sports, and Donnay Tennis.