

# Chris Richards, PMP

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Accomplished Purchasing and Project Leader with a record of managing complex projects. Managed many categories and commodities with experience across Supply Chain and Finance. **Interested in a Purchasing role with Project Management components, where I will be needed to teach, able to learn and achieve.** <https://www.linkedin.com/in/christopher-richards-pmp-b971871/>

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## **Imerys Minerals - 4/13 - 2/24 Three Forks, MT**

### **Leader - Capital Purchasing - US, Canada and Mexico (2.2 Yrs)**

- Managed team of 3 CAPEX Category Managers who performed RFQs for all purchases and complex construction projects over 250k for 60+ sites. Indirectly managed 9 PMs for CAPEX of 20k - 250k. 2023 savings goal was 2.5MM and savings were 4MM via a spend of 30MM
- Revamped processes around RFx, SOW. Utilized EPC, EPCM, FEL and Sustainable Purchasing-Supplier Diversity
- Developed/improved portfolio management tool to consolidate 37 methods to 1. Created visibility to Current, On-Hold and Future CAPEX projects. Purchasing projects then managed inside the tool

### **Regional Purchasing Manager - West US, Canada and Mexico (2.5 Years)**

- Managed team of 3 Purchasing Managers 15 facilities. Surpassed savings annually on spend of 100MM and much of this during the pandemic. Policy, Procedures, RFx, Compliance, TCO
- Managed multiple projects in this role and developed better visibility to a lacking pipeline of Capital projects. We managed more than 80 projects annually by working closely with each Purchasing Category Manager

### **Category Leader- Complex Projects/CAPEX - US Canada and Mexico (1.5 Years)**

- Managed supplier relations - 11 business units and over 75 manufacturing sites while maintaining Supplier, Manufacturer, Internal and other market data for optimal TCO reduction and leverage. 2 Direct Reports
- Worked internally to reduce supply-base and standardize via long term performance-based contracts and negotiated long term contracts via complex bids by learning from internal stakeholders to understand needs/ problems.
- Developed National Contracts and Managed Projects to increase Process Efficiencies across multiple plants.

### **Category Leader – MRO and CAPEX Talc and Filtration (4.5 Years)**

- Managed supplier relations (2 business units and over 20 manufacturing sites) by negotiating long and short term contracts or purchases of large equipment. MRO spend > \$5MM and CAPEX of over \$20MM. Long-term, short-term and spot contracts. Saved \$260,000 in efficiencies, negotiations and quality improvement on purchase of forklifts for 2 sites. Worked internally to reduce supply-base and standardize. Negotiated contract/purchase of equipment for 25% and 20% savings respectively and led the outsourcing of storeroom with \$5MM in inventory, \$2MM annual spend. 1 Direct Report.
- \$17MM Plant build. Hired contractors and saved over \$2MM on previously negotiated items.
- Negotiated CAPEX, Mobile Fleet, Consultant, General Contractors, Service, Mining and other contracts

**Owens Corning - 6/97 - 7/11 (Toledo, OH)** - moved 2 jobs below to allow relevant experience to be displayed here

### **CSB (OCV) Americas' Sourcing Leader – Minerals & Packaging (3 years)**

- Global Lead of 2 Regional Minerals' Commodity Leaders & 2 - 4 Regional Mineral and Chemical Buyers. \$100MM Spend. Monitored multiple indices to track cost of natural gas, coal, oil and other energy commodities.
- Reduced M&S Inventory by 32 % and negotiated multiple long term contracts of \$5MM+ annually. Worked with R&D to understand the impact of each mineral on the quality and efficiencies of furnaces. Executed Burnt Dolomite strategy to ensure long term and low cost supply of a rare commodity.
- Offset \$700k/annually in price increase requests or contracted price increases. Developed multiple reports to ensure data is readily available including cost per kilo, inventory levels, demurrage, detention, conversion efficiency and other.

### **CSB Global Sourcing Leader – Packaging & MRO (2.3 Years)**

- \$40MM Spend. 23 manufacturing plants/12 countries (AP, Europeans Americas). Created and negotiated multiple global and regional contracts worth up to \$2MM annually. Increased cash flow (\$150,000) by negotiating improved payment terms. Followed commodity markets regionally to ensure the best pricing. 1 Direct Report.
- Offset \$300k of \$500k inflation on contracted prices. Saved \$4MM- negotiations, TCO reduction and productivity improvement. Supplier relationships ensured cost reductions. Saved \$2.8MM v. \$2MM via alternative packaging, supplier audits, RFx, negotiations, low cost country suppliers and improved processes at facilities.
- Worked with our plants to ensure packaging processes were world class. Saved \$1.5MM by increasing the turns of a \$.40 corrugated tube. This project was duplicated globally after. Reduced packaging inventory from \$3.3MM to \$2.2MM. Negotiated consignment for 25% of the reduction, 25% by improving ordering procedures which also saved on ordering costs and 50% was saved by performing an analyses of each plants kilograms (kg)of finished products produced and comparing plants to one another

### **Senior Compensation Specialist (3.5 Years)**

- Compensation Consultant for Americas, Europe and AP. Spend = \$300MM. Developed a merit budget process for 23+ countries annually by monitoring surveys per country and analyzing data to develop the country budget. Researched economy per country to account for inflation. Consulted Leadership and stakeholders on Pay for Performance and compensation structures. When business units/functions reorganized or changed, I developed new compensation structures via benchmarking. Regularly presented to Executives and provided direction.

### **Senior Corporate Auditor (1.8 Years)**

- Audited manufacturing (union and non-union) facilities, Corporate processes and distribution centers for all functions: Inventory, Finance, Operations, Logistics, Purchasing etc.. Interviewed employees (All levels). Used SAP/Microsoft Office to gather and analyze reports. Developed a Logistics' Audit Program and shared best practices across all sites globally. Upon completion, we saved over \$300,000 in supplier selection, LTL management and on time deliveries. Audited 15+ plants, offices, distribution centers and HQ. Led several audits with a team of 3 – 5 and audited every function (Inventory, Production, Finance, Logistics, HR etc.) Reported compliance/non-compliance and shared best practices.

### **Transportation Service Specialist (3.7 Years)**

- Assured on time delivery of 50-150 customer shipments per day from 2 – 6 plants per day. Maintained various reports/tables in SAP/EXCEL. LTL, Full Truckloads, Export, Expedite, Air, Flatbed, Rail, Van. Secure round trips for drivers. Deliveries to big box, contractors, job sites, warehouses etc. Savings from replacing high cost carriers with reliable and low cost carriers, different modes of transportation and developing carriers. Performed production scheduling in some plants, worked with production schedulers to forecast outbound needs.

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### **Avantor - 5/12 - 4/13 Paris, KY**

#### **Materials' Manager**

- 12 – 16 Direct Reports. Team consisted of Purchasing, Planning and Scheduling. Schedule Attainment increased from 39% to 68% in 16 weeks. Back Log reduced from \$1.2MM to \$500M by Developing reports from SAP to measure Metric Performance important to MRP

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### **Owens-Illinois - 7/11 - 1/12 Perrysburg, OH**

#### **North American Procurement Manager Packaging, Soda Ash and Cullet**

- Managed \$88 MM spend. Managed the transportation and scheduling of Soda Ash during force majeure of major supplier. Negotiated annual contracts amounting to 1% inflation v. a 5-7% forecast by predecessor.

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### **Environmental Purification Industries -3/96 - 6/97 Toledo, OH**

#### **Supervisor of Logistics.**

- Scheduled all incoming/outgoing Haz/Non-Haz products. Managed inventory, performed AP/AR functions, and performed inside sales functions pertaining to customer relationships, invoicing and assisting outside sales representatives. Eliminated my position in 15 months through elimination of waste, improved processes and increasing the availability of the time of the Operators to perform some of the functions formerly completed by my role.

**Education:** The Ohio State University. BSBA. 3.0/3.5

**Skills:** Project Management - PMP, 6 Sigma/5S/Lean, Kaizen/Kanban, Market Analyses, Presented to all levels of an organization, RFx, SOW, Specifications, eSourcing, Contract Management, Supplier Relationship Management (SRM), Supplier Audits Risk Mitigation, Training and Mentoring, Construction Project Management, Internal & External Stakeholders, Matrix Org. Global, Process Re-engineering, Total Cost of Ownership (TCO) Purchasing, Strategy, Supply Chain, Best Practices/policy Implementation/enforcement, Organizational transformations, Experience with Purchasing not being properly utilized, Research Driving Improvement, Leadership, Sustainable purchasing

**Training:** PMP - Project Management Institute, Bay Group – Sales Negotiation, Bay Group – Procurement Negotiations Excel – Expert User, SAP – Was expert user and trainer, APICS ,ISM – Private 3 day session, Dale Carnegie, Project Management (Imerys), Financial (Imerys), Program Management (Imerys), Power Skills (PMI), Mind Mapping (PMI), Monthly training - PMI, Constant training to maintain PMP via PDUs

**Tools:** Microsoft Office, Google Suites, Sourcing Request, Ariba, Coupa, Ecovadis (ESG), CO2 Supplier Surveys, SAP, Microsoft AX, One2Team

Link to examples of Project Managed - [Projects](#)