

SENIOR MANAGEMENT
PURCHASING ✧ CLINICAL SUPPLY ✧ SUPPLY CHAIN

Seasoned manager with a rich mix of experience in domestic and international corporations. Diversely experienced with a progressive background in customer service, purchasing, supply chain, and clinical supply. Earned reputation for providing and implementing effective cost savings solutions and increasing productivity. Leverage strategic and innovative thinking to resolve long-standing business problems and create solutions that improve operational efficiency. Empower cross-functional teams to drive overall performance and achieve corporate objectives. Knowledgeable of Sarbanes-Oxley requirements, GCP/ICH guidelines, FDA regulation, and EU Clinical Trial Directive.

AREAS OF EXPERTISE

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| <input checked="" type="checkbox"/> Change Management | <input checked="" type="checkbox"/> Team Leadership / Motivation |
| <input checked="" type="checkbox"/> Consulting | <input checked="" type="checkbox"/> Process Improvement Audits / Budgeting / |
| <input checked="" type="checkbox"/> International Business | Financial Analysis |
| <input checked="" type="checkbox"/> Joint Ventures | <input checked="" type="checkbox"/> Strategic Planning |
| <input checked="" type="checkbox"/> Project Management | <input checked="" type="checkbox"/> Client Relations / Customer Service |
| <input checked="" type="checkbox"/> Expense Control / Cost Savings & Avoidance | <input checked="" type="checkbox"/> Event Planning |

EXPERIENCE & ACHIEVEMENTS

FOUNTAIN THERAPEUTICS, New York, NY 2011–Present

Unique, new, fully integrated biopharmaceutical company focused on leadership in Critical Care.

Clinical Supply Manager

Recruited during period of growth and expansion to shadow existing studies and spearhead continuation/completion efforts of ongoing studies. Key accountability for ensuring accurate drug and device forecasting and availability. Manage all portfolios, project, and studies.

BUSINESS IMPACT

- Quickly assessed and embraced responsibilities while supporting existing studies by monitoring supply expirations and resupply needs to provide accurate forecasting.
- Met demands and expectations for tracking, accountability, distribution, preventative maintenance, and storage.
- Achieved high level of credibility and accolades for meeting critical project/study deadlines.

TRIMISAL PHARMACEUTICAL, Rochester, NY 2005–2011

Multinational pharmaceutical company, ranking number three in sales among the world-wide industry and the sixth largest pharmaceutical company in terms of revenue.

Clinical Supply Manager

Selected for high-profile position with expectations for increasing the volume of studies and compounds under development. Supported drug development phases I thru IV, drove project initiatives including planning, forecasting, monitoring, and performed related activities.

PROJECT MANAGEMENT

- Established strong rapport and collaborative relationships with cross-functional teams and external partners to assist in the successful management of complex projects.
- Met and exceeded key project milestones by clearly negotiating and communicating supply plan timelines to internal and external customers.
- As an integral part of team, awarded The Novartis Business excellence award for exceeding goals and timelines on highly sensitive project.
- Successfully managed 15 compounds to meet and exceed project milestones.
- Maintained high quality standards regarding GMP/GCP and other regulations, ensuring first-time quality in label and documentation preparation process, supply plans, and inventory.

Project Management Continued...

- Supported Global Functional experts in achieving goals regarding process harmonization & improvement, and increased productivity.
 - Identified needs for change and provided results-oriented solutions.
 - Acquired skills and gained knowledge to support Global functional experts in meeting goals and DSM initiatives.

 ROGER WATERS THERAPEUTICS, Pittsburgh, PA

2003–2005

*Private company categorized under wholesale pharmaceutical products.***Project Manager / Consultant**

With company under consent decree and FDA restraints, challenged to manage 87 U.S. investigator initiative studies in hepatitis, reestablish contact with investigators, resolve study-related issues, and partner with finance to re-vamp budgets for all studies. Provided investigators with financial reconciliation on all studies and resolved payment issues that brought all studies to a “paid to date” status.

 BRIGHTON PHARMACEUTICALS –Buffalo, NY

2001–2003

*Privately held pharmaceutical company.***Purchasing Manager**

Joined team to spearhead all procurement responsibilities for Totowa plant. Managed 2 buyers; responsible for all indirect maintenance, repair, and operations (MRO) and capital expenditures supporting strategic sourcing initiative for manufacturing plant. Led Purdue’s strategic sourcing initiative for all manufacturing facilities; served as strategic sourcing Team Lead for lab supplies/chemicals, equipment disposal, safety supplies, MRO supplies, uniforms, gases, and capital equipment.

LEADERSHIP AND COST SAVINGS

- Served as trusted advisor to senior management pertaining to corporate purchasing policies and procedures; ensured adherence to ethical practices and regulations.
- Captured 3% average savings for MRO supplies; completed accurate documentation for preferred supplier base enabling successful management of cost savings/avoidance support with accurate documentation.
- Led system conversion project from Oracle to SAP R/3. Served as liaison for system resources, contractors, suppliers, and stakeholders; provided technical support; and ensured success of new system implementation.
- Initiated asset recovery; utilized on-line auctions and improved recovery of more than \$200,000.
- Saved \$80,000 through contract negotiations; oversaw renovation of granulation suites, partnered with engineering and consultants, reviewed bids, and monitored work to meet project timelines.

EARLIER CAREER

Purchasing Specialist, MAYER CORPORATION/CONSUMER CARE DIVISION ▪ **Purchasing/Materials Manager**, FORREST DISTRIBUTORS ▪ **Regional Purchasing/Administration Services Manager**, HARLAN, INC. ▪ **Senior Buyer**, BRISCO CORPORATION ▪ **Purchasing Coordinator**, FREEDOM AIRWAYS ▪ **Assistant Buyer/Customer Service Supervisor/Section Supervisor**, TOLEDO INSURANCE COMPANY

EDUCATION | TRAINING | CERTIFICATIONS

Bachelor of Arts, Media Fine Arts Studio, STATE COLLEGE, Rochester, NY
Certificate in Supply Chain Management, UNIVERSITY OF BUFFALO, Buffalo, NY

Training:

Novartis – Lean Training ▪ On the Job Study Manager Training ▪ IVRS Basic Training ▪ Comparator Training ▪ Clinical Supply Manager Training ▪ Use of Adaptive Design in cancer clinical trials ▪ APICS – Basics of Supply Chain Management

Certifications/Memberships:

UNIVERSITY OF BUFFALO, certified in Material Management (CCM), certified Accredited Purchasing Professional (APP) ▪ Candidate for CPIM certification ▪ Member, Institute for Supply Management ▪ Member, The Association for Operations Management (APICS)