

# Dave Paris, CPSM

215.622.3726 | dave@daveparis.net | 25 Abby Road | Avondale, PA 19311

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**Summary** Analytical manager with global supply chain experience in chemical, nuclear and gas processing industries

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**Experience** **Axalta** Glen Mills, PA Jun 2017 – Present

Leading global liquid and powder coatings manufacturer

*Category Manager, Americas*

- Managed international procurement for manufacturing facilities in the Americas region
- Led procurement team of regional category managers in multiple global negotiations
- Direct and Indirect spend, materials and services; categories included solvents, isocyanates, professional services, and packaging
- Demonstrated ability to mitigate price increases in a highly inflationary chemical market
- Negotiated and implemented contracts with domestic and international suppliers
- Leveraged spend across multiple categories and regions to optimize savings opportunities, including stretching three key supplier agreements from N60 to N120 payment terms
- Developed financial tools and models used by all regions to evaluate payment term and cash flow benefits
- Collaborated with technical and non-technical stakeholders in a highly matrixed organization
- Executed contracts with performance incentives, continuous supply guarantees, and volume rebates

**Fox Run Brands** Ivyland, PA Feb 2016 – Jun 2017

Segment leading, international consumer goods importer, manufacturer, and distributor

*Purchasing Manager*

- Managed an international team of procurement and forecasting professionals located in the Ivyland, Toronto, and Shanghai offices
- Responsible for strategic and tactical purchasing operations, forecasting, inventory management, international logistics, and wholesale pricing strategies
- Implemented performance metrics and scorecards for critical supplier management
- Executed cost-focused sourcing initiatives, including sourcing events for product manufacturing, intermodal freight, and brokerage services.
- Leveraged volume and order frequency to reduce lead times on critical product lines by 16%
- Originated department training manuals and cross-training to reduce exposure to staffing changes

**Exelon Nuclear** Kennett Square, PA Dec 2011 – Feb 2016

Fortune 200 energy producer, distributor and trader; largest domestic competitive power generator

*Senior Category Manager*

*Apr 2013 – Feb 2016*

- Managed fleet-wide Chemical, Diesel, Gasoline, Lubricant, Nuclear Instrumentation, Controls, and Electrical Equipment, and MRO (maintenance repair and operations) categories
- Negotiated and wrote contracts with performance guarantees and incenting penalties, ex:
  1. \$27.6M control system material contract with 10% payment value at-risk for supplier based on multiple levels of performance measurements

2. Electrical MRO contract with 2.75% volume rebate on spend in excess of \$87M resulting in a \$606k rebate

- Performed category spend and risk analysis; designed and implement risk mitigation strategies, ex:  
0.75% OSD&D (over, short, damaged, and discrepant) reduction due to development of category Pareto metrics

*Procurement Specialist*

*Dec 2011 – Apr 2013*

- Managed all tactical procurement for Exelon’s Oyster Creek Nuclear Generating Station
- Developed and maintained performance metrics for key suppliers
- Executed material service contracts, including craft and non-craft labor
- Maintained unescorted-access nuclear security clearance

**Johnson Controls**

Waynesboro, PA

Dec 2008 – Dec 2011

Global diversified technology and multi industrial leader

*Production Planner*

- Responsible for production planning for Johnson Controls York Process System manufacturing
- Managed MRP requirements
- Implemented processes to streamline manufacturing lead time quotes and scheduling
- Balanced JIT inventory strategies with optimized safety stock levels
- Maintained an undisrupted production schedule through an AS400 to SAP transition
- Generated metrics and reporting for multiple matrixed departments

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**Education**

Shippensburg University  
B.S.B.A., Finance

Shippensburg, PA

May 2008

Institute for Supply Management

Oct 2014

C.P.S.M. Certificate (Certified Professional in Supply Management)

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**Technical Skills**

SAP, PIMS, Passport,  
MAPICS, GEP, JDE 9.1

SAP Crystal Reports

Inventory reduction  
and optimization

Contract negotiation