

Reginald Laws MPM

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Summary

Experienced Procurement and Project Manager, Innovative, Energetic, and Professional who drives bottom line results by transforming "Operations Improvements" achieved by aligning project initiatives and business process analysis, metrics, and continuous improvement tools.

Experience



Indirect Category Leader

SP+ (SP Plus)

May 2018 - Present (2 years 9 months +)

Reporting directly to the VP, Procure to Pay, responsible for developing the sourcing strategies and leading the sourcing activities for the categories of indirect spend, as well as negotiating related contracts, managing supplier relationships and developing and implementing change management strategy to optimize resources.

- Developed Supplier Relationship Management activities to mitigate risk, improve performance and add value to SP+ contractual agreements.
- Headed Projects to create uniformity and compliance with Global requirements related to Diversity Supplier. Total spend of \$150 million annually.
- Worked with Senior leadership to correct process gaps related to Procure to Pay.
- Created "Pilot Teams" to correct contractual disagreement with Armor Service and Treasury. This team later became the building block to generate stricter requirements and cost reduction of \$125,000 annually.
- Lead Project to establish more efficient RFP process for Bid and Solicitations. This project increased consistency and reduced error by 40%.
- Lead yearly commodity strategy review session with Senior Management to obtain buy in.
- Acted as the SME for process improvements initiatives related to E-procurement upgrade requirements.
- Worked with legal to reduce redundant contractual reviews by 60% by acting as a lead to review and communicate compliance issues and commercial restraints prior to routing to legal.



Senior Buyer

Senior Flexonics

Sep 2015 - Apr 2018 (2 years 8 months)

Managed various commodities and suppliers including raw materials, fabrications, electrical, and packaging. Developed and implemented year over year cost reduction strategy to effectively support change management requirements. Lead yearly "Inventory Management" requirements to reduce expediting cost and loss of sales.

- Establish category sourcing strategies, lead cross-functional strategic sourcing teams, negotiate with suppliers and execute contracts to optimize Senior Flexionics' competitive position.

- Managed category suppliers to proactively identify, monitor and optimize opportunities related to contract compliance and cost saving.
- Acted as a market intelligence provider regarding categories; anticipated strategic opportunities and kept key stakeholders informed. This action lead to reduction in change orders request and better stakeholders relationships.
- Negotiated and implemented of supplier agreements/contracts by working with cross-functional stakeholders and suppliers to reach agreement on contract terms and conditions. The action lead to a reduction in contractual agreements for shorter payments terms creating a cost avoidance of \$600,000.00 annually.



Senior Buyer - Capital Projects

bp

Jul 2010 - Sep 2015 (5 years 3 months)

Managed sourcing tactics to create value and reduce costs for maintenance, raw material, capital projects, and fleet management. Effectively supported “TAR” schedules to ensure limited down time for the refinery. Involved in SAP process change management to properly a line Material Master with proper commodities.

- Demonstrated the ability to be a persuasive advocate by developing bi lateral standards to act as a catalyst, resulting in a 45% reduction in unmanaged contractual risk.
- Created and implemented change management programs that minimize Stakeholder resistance.
- Collaborated with peers to properly align category strategy to establish a reduction in rogue spend, resulting in \$300,000 in cost saving annually.
- Worked directly with Senior Management to help create effective communication and training deliverables.
- Successfully implementing E-procurement projects from the planning phase throughout the close-out phase aligning commodities and reducing the supply base by 30% yielding cost saving of \$500,000 annually throughout the entire refinery.
- Created clearer requirements for project estimation and RFP proposal to reduce project lag time by 15%.
- Help meet global safety requirements by auditing environmental process.

Projects

Whiting City Beautification Project

Whiting Refinery Modernization Project

Yearly Turnaround (Maintenance) Project

Whiting Clean Energy Project



Commodity Buyer

CNH Industrial

Mar 2006 - Jun 2010 (4 years 4 months)

Managed the procurement activity related to power transmission. Supported and tracked R&D programs changes for Crawler Dozer product line. Implemented Kitting strategy to properly a line after sales strategy with new products.

- During the worst economic situation, excelled at Supplier Management, Price Negotiation, and Stakeholder Management.
- Created Market Strategy Plan for Raw Material price fluctuation, to properly negotiate contract compliance.
- Worked with Product Development to ensure New Product releases were successful.

- Managed 11 plants globally to ensure reduction in plant downtime and increase in quality compliance.
- Reduced supply base by 30% yielding year over year cost saving of 3% annually. This action also reduced stop shipments by 75%.

Education



DeVry University

Master's degree - MPM, Project Management

2017 - 2019



Benedictine University Graduate, Adult and Professional Education

Executive Certificate Organizational Development and Consultant, Organizational Development

2011 - 2013



Moraine Valley Community College

Certification, Logistics, Materials, and Supply Chain Management

2011 - 2013



Microtrain

Certificate, Lean Six Sigma

2010 - 2010



Benedictine University

Bachelor's degree, Business Administration and Management, General

2006 - 2010

Licenses & Certifications



Business Analyst and Project Manager Collaboration - LinkedIn Learning · Course Certificate

International Institute of Business Analysis (IIBA®) | Provider ID: #189294



Foundations of The Fourth Industrial Revolution (Industry 4.0) - LinkedIn



RPA, AI, and Cognitive Tech for Leaders - LinkedIn Learning · Course Certificate

National Association of State Boards of Accountancy (NASBA) | Registry ID: #14



Financial Forecasting with Big Data - LinkedIn



Digital Transformation - LinkedIn

 **Excel for Corporate Finance Professionals** - LinkedIn

 **Accounting Foundations: Asset Impairment** - LinkedIn

 **Finance Strategies for Business Leaders** - LinkedIn

 **Learning Supply Chain Cybersecurity** - LinkedIn



Corporate Finance: Profitability in a Financial Downturn - LinkedIn Learning · Course Certificate

National Association of State Boards of Accountancy (NASBA) | Registry ID: #1409

 **Strategic Agility** - LinkedIn



Corporate Finance: Robust Financial Modeling - LinkedIn Learning · Course Certificate

National Association of State Boards of Accountancy(NASBA)|Registry ID: #140940

Skills

Leadership • Strategic Planning • Contract Management • Diversified Spend • Project Management
• Business Process Improvement • Six Sigma • Procurement • Purchasing Negotiation • Logistics Management

Honors & Awards



National Honor Society Of Leadership and Success - Pi Sigma Alpha, The National Political Science Honor Society

Dec 2018

Largest collegiate leadership honor society.



Dean List - Benedictine University Graduate, Adult and Professional Education

Aug 2008

Student recognized for withholding academic standards.



Leadership Certificate - The National Society of Leadership and Success

Dec 2019

This Certification includes leadership skills that ensures success in today's corporate environment. Only 1% of the students on the campus where our organization exists completes this process.