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## SUPPLY CHAIN PROFESSIONAL

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### OVERVIEW

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Supply Chain Professional with over 25 years of experience across financial, pharmaceutical and defense industries. Associate Director of Procurement Processes and Intelligence at Indivior. Senior Category Manager of Vaccines and Over-the-Counter Medications for McKesson. Leader in the Sourcing Center of Excellence for Capital One. Results oriented; demonstrated success building relationships, analyzing opportunities, optimizing processes, and negotiating contracts. Master of Business Administration and Certified Professional in Supply Management (CPSM).

**Core competencies include:**

Return on Investment Strategies	Large Scale Logistics Management	Vendor Relations / Negotiation
Managing Large and Small Teams	Margin Analysis/Product Pricing	Reverse Auctions / eNegotiations
Strategic Sourcing & Procurement	Strategic Planning and Execution	Request for Proposal (RFP) Execution

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### PROFESSIONAL EXPERIENCE

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**Indivior, Richmond, VA (Remote)**

**Nov 2017 – Present**

**Associate Director, Procurement Business Process and Intelligence**

- Leading Procurement Transformation for 3-year-old, \$1 billion pharmaceutical company. Developed and implemented new tools, processes and programs to deliver major step change improvement in the Global Procurement team.
- Functional lead for implementation of Ariba Guided Buying; Indirect Procurement Champion for SAP processes.
- Implemented Supplier Risk Management tools to include Securimate, Rapid Ratings, and cyber risk assessment.
- Established Indirect Procurement Policy and policy compliance measurement tools and remedial training.
- Created savings methodology; implemented should cost modeling techniques; Over \$11M in annual savings.

**Capital One, Richmond, VA**

**Sep 2011 – Nov 2017**

**Supply Chain Manager, Enterprise Supplier Management**

- Consistently drove hard savings while supporting Accountable Executive imperatives & consulting on spend strategy.
- Risk manager for third parties supporting retail bank operations; negotiated key deals and developed sourcing strategies in support of retail and commercial banking projects; produce savings without sacrificing service.
- Leader on Sourcing Center of Excellence; provide best-in-case sourcing practices and oversight for team of 300; Advocate for eNegotiations (reverse auctions) using Ariba Supplier Central, personally facilitated over 20 projects.
- Created governance for Branch Transformation renovation project; facilitated over 100 construction projects and reduced contract turn-around time from 4 weeks to 9 days; optimized supplier pools and initiated business reviews.
- Spearheaded major off-shoring effort for Commercial Bank back office operations; built strategy, obtained consensus from multiple stakeholders, developed on-going governance model, resulted in 50% savings and improved processes.
- Led procurement of \$500M dollar facilities management and project management supplier, went from 5 to 1 suppliers.

**McKesson Medical-Surgical, Richmond, VA**

**Jul 2000 – Sep 2011**

**Senior Category Manager, Supplier Management**

**2005 - 2011**

- Sole accountability for category management of pharmaceutical products including the \$46MM non-seasonal vaccine category, the \$44MM over the counter medication category, and the \$36MM injectable corticosteroids category.
- Evaluated potential supplier partners; negotiated complex distribution contracts with Fortune 500 suppliers (Merck, Sanofi Pasteur, GlaxoSmithKline, Johnson & Johnson, etc.); implemented contract requirements and monitored compliance with contracts; utilized market intelligence to improve contract terms and anticipate market changes.
- Drove global sourcing initiatives between McKesson divisions; leveraged large purchase volume of the wholesale division and relationships of the medical-surgical division to negotiate lower costs and better terms for McKesson as a whole in spite of specific class of trade barriers; negotiated inter-company transfer agreement with wholesale division.
- Core team member on IT development project; highly involved in design, testing, and served as a subject matter expert; resulted in vastly improved balance sheet review process and SOX compliance for buy-side accruals
- Received the McKesson Medical-Surgical Division Sales Support Award, 2006

**Project Manager, Supply Chain Services****2004 - 2005**

- Provided superior support to operations, distribution and transportation teams; identified supply chain challenges, interacted with customers to resolve issues and enhanced overall supply chain efficiencies
- Project managed Productivity Management Measurement process and central GPS data management system implementation for the private fleet

**Senior Financial Analyst, Financial Planning and Analysis****2000 - 2004**

- Supervised and directed work for two Business Analysts; collaborated with senior management to identify opportunities and risks; created complex forecasting model for supplier incentives that is still in use today
- Created supplier profit model that included sales data from three separate systems platforms and incorporated buy-side profit elements from the general ledger; groundbreaking supplier P&L tool; developed Return on Investment tool that incorporates entire P&L and working capital that is still in use today
- Collaborated with Sales Management to define short and long term strategies based on performance indicators, forecasts and budgetary data; led the development of a \$723MM sales plan process
- Received the McKesson Medical-Surgical Division President's Award, 2001

**Virginia Air National Guard, Sandston, VA & Hampton, VA****Sep 2000 – Nov 2010****Commander, Aircraft Maintenance Operations**

- Responsible for over 400 military and civilian personnel and 15 combat ready fighter aircraft
- Responsible for successful transition of aircraft maintenance operations from Sandston, VA to Hampton, VA
- Created sustainable work-around for full time critical manning shortages as a result of the transition to Hampton, VA
- Led flight to support delivery of 841 combat ready missions in support of Operation NOBLE EAGLE
- Developed an integrated plan for hazardous material response used during 24 hour operations

**United States Air Force, Various Locations****Jul 1990 – Aug 2000****Logistics Officer**

- Supervised 4 to 40 military and civilian personnel; responsible for hiring, firing, evaluating and managing performance
- Administered aviation fuel management contract worth \$3.1MM; participated in request for proposal process; evaluated bids, contributed to bid award; appointed "Functional Area Chief" responsible for monitoring contract compliance; completed over 600 inspections of contractor performance
- Analyzed force readiness data and prepared and delivered recurring classified presentations concerning the combat availability and potential of all Combat Air Forces in the United States
- Supervised and evaluated 12 military and civilian instructors in 5 courses of instruction; trained over 275 Air Force and international supply officers, enlisted and civilian personnel annually in management of the Air Force supply system
- Developed course material; presented classroom instruction using a variety of instructional methods
- Developed the Supply Officers' "Bridge" Course; reduced residence portion from 62 to 20 days; used integrated courseware and CD-ROM technology for distance education applications; saved \$860,000 in annual training expense
- Total Quality Management facilitator; facilitated several process improvement teams for supply and maintenance
- Led process action team to improve efficiency of forward located warehouse which resulted in savings of \$150K; reduced length of time for delivery of priority of parts to aircraft maintenance from an average of 60 to 9 minutes

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**EDUCATION**

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Saint Mary's University, San Antonio, TX - Masters in Business Administration, 1996

University of Maryland University College, College Park, MD – 21 hours upper level accounting, 1999-2000

VA Tech, Blacksburg, VA - Bachelor of Arts, History, 1990

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**PERSONAL, AWARDS, TECHNOLOGIES, KEYWORDS**

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Scotwork Advanced Negotiating Skills Course  
Strategic Leadership Course, Air War College  
Total Quality Management Facilitator Training

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