

Smith, Austin Thomas

July 2008

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SUMMARY

Mr. Smith is a Senior Sourcing Professional with over eight years experience serving in a variety of roles in the global arena including procurement, sales, and technology development. He is a motivating team leader that works collaboratively across functions with internal stakeholders, to meet business unit objectives and deliver company-wide P&L results.

Austin is seeking an executive paced role on the path to senior management with opportunities to have a significant impact on the firm's bottom line (EPS), community and people around him.

EXPERIENCE

7/07 – Present

Indirect Sourcing Leader | The Nielsen Company

Atlanta, GA

- Aggressively drove enterprise wide supply chain cost savings by sourcing over \$250M in indirect spend categories including Facilities, Office Supplies, T&E, Logistics, HR, and Consulting
- Aligned with key leaders goals and objectives to deliver strategies and cost savings results in excess of \$8M
- Led bullet train team to monitor, analyze, and assess global T&E expenditures and deliver monthly pitch to C-Level management
- Developed policies, sourcing, category and contract management processes to increase compliance to programs and reduce regulatory risk

1/05 – 7/07

Managing Consultant | IBM Corporation

Atlanta, GA

- Led myriad individual procurement sourcing and technology projects across 6 fortune 50 corporations
- Sourced over a half a billion dollars from a variety of indirect and direct categories and generated cost savings that exceeded \$20M
- Recognized as a top performer, significant contributor to intellectual capital, mentor and industry expert
- Organized local Atlanta area community events, coached new hires, and participated in recruiting events
- Developed innovative technologies for clients to source, manage, and control spend

5/04 – 1/05

e-Business Consultant | Acrylic Idea Factory

Tucson, AZ

- Developed and deployed a company-wide enterprise management system to streamline customer service, fulfillment and billing

- Implemented an online ordering tool, and customer management module to increase accuracy of orders and customer satisfaction
- Eliminated 99% of warehouse packing errors by synchronizing front office systems with back office shipping applications
- Reduced billing cycle by 1-2 weeks and order lead times by 3 days maximizing the productivity of company resources

05/03 – 05/04

Co-Founder & President | Tangent Interactive LLC

Tucson, AZ

- Met the demanding objectives of 20 web-development client engagements stemming from web design, web application development, and custom business tools
- Generated, part-time, \$40K in revenue and \$10K in profit in the first year of operation

EDUCATION

5/04

University of Arizona | Eller College of Management

Tucson, AZ

- Graduated Cum Laude (4.0 Major GPA) with a BS in Management Information Systems and a Minor in Computer Science
- Dean's List 6 consecutive semesters
- Sigma Alpha Epsilon Alumni and Eller College Scholarship Donor
- Member Association of Corporate Travel Executives and Business Travel News

SKILLS

- 3 Years - Advanced Negotiation, Contract Law
- 4 Years - Project Management, Cross Functional Team Lead
- 4 Years - Indirect Supply Chain Strategies, Peer Benchmarking
- 6 Years - Presentation Development and Delivery
- 7 Years - Financial Modeling & Systems Development
- 8 Years - Master Excel, Project, Visio, Power Point, Access, and Photoshop

INDUSTRIES

Market Research, Publications, Media and Entertainment, Consumer Goods, Travel and Transportation, Apparel, Manufacturing, Small Business