

DUSTIN L. FREEMAN

Jacksonville, Florida

PROCUREMENT LEADER – SUPPLY CHAIN MANAGER

BUSINESS OPERATIONS | BUSINESS DEVELOPMENT LEADER

A high performing C-Level business leader with an 18+ year record of achievement in procurement, supply chain and business operations; including global experience in large-scale government initiatives and private-sector ventures. Recognized for achievements in strategic sourcing, integrated acquisition technology and procurement life cycle management. Served 6 years on active duty in the United States Navy as a Supply Corps Officer, and currently holds the rank of Commander in the Select Reserves.

CORE COMPETENCIES

- Supply Chain Management
- International Operations
- Budget Formulation
- RFP Development
- Data Analytics
- Business Process Improvement
- Contract Management
- Asset Management
- Vendor Management
- Category Management
- Relationship Management
- Strategic Planning/Analysis
- Leadership/Team Building
- Strategic Sourcing
- Persuasive Negotiator

KEY SKILLS ASSESSMENT

PROCUREMENT STRATEGIES - Conversant with modern procurement and purchasing techniques. Develops and implements strategic sourcing strategies, and tactical contract management plans to guide C-Suite Directors, Managers and Personnel. Leads complex purchases, performing detailed analysis of each potential purchase, considering sustainability, risk management and ethical issues before making a decision. Experienced people manager who can provide support, guidance and professional procurement advice to colleagues who need it.

SUPPLY CHAIN MANAGEMENT - Experienced with all aspects of the supply chain: sourcing, purchasing, transport, warehousing and distribution and disposal. Involved in identifying and implementing initiatives to reduce the overall supply chain cost base. Continues to improve purchasing methods, sourcing the best priced goods or services, and having the gravitas needed to act as an ambassador for a company.

OPERATIONS MANAGEMENT- Excellent understanding of organizational strategy, a manager with a particular strength in driving performance, reducing inefficiencies, cutting costs, implementing new operational processes and procedures, establishing and maintaining roles and responsibilities for personnel, while controlling all associated operational costs according to the prevailing annual budget forecast, supporting the planning.

PROFESSIONAL EXPERIENCE

CITY OF JACKSONVILLE, PROCUREMENT DIVISION MANAGER OF PURCHASING

2017-Present

Serves as the Manager of Procurement for the largest (geographically) municipality in the country.

- Manages the purchasing functions for the City of Jacksonville, processing over 17,000 Purchase Orders annually.
- Leads 2 Assistant Managers, 5 Purchasing Analyst, 10 buyers, 5 ombudsman staff, 2 property custodians within the Procurement Division, City Surplus & Copy Center.
- Serves as a voting member for the Competitive Sealed Proposal Evaluation Committee.
- Makes recommendations for city awards for up to 10 evaluated bids a week.
- Advanced procurement and core procurement lead for the Enterprise Resource Planning (ERP) SaaS solution, Oracle Cloud product.
- Participates and coordinates in the continuous improvements and enhancements of the Oracle Cloud ERP in conjunction with the other module functional leads.
- Configured, designed and tested the procurement and supplier modules.
- Functional lead for testing and implementing quarterly patches for the Oracle ERP product.

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- Lead for defining, assigning and approving access, roles and data security for City-wide end users, requiring knowledge of how all the roles and data security relate and interact.
- Issue resolution which may include coordination of Service Requests with Oracle support.
- Assist in the design and development of tools and process improvements to optimize sourcing efficiencies and performance metrics.
- Management of all Procurement related approvals and approval rules.
- Directs and coordinates work of others to test, develop and/or modify system functionality.
- Conducts ongoing training sessions and develops procurement training documentation.
- Builds complex to simple reports for spend analysis, procurement information, and lifecycle tracking using the Oracle Transactional Business Intelligence, BI and Oracle Analytics Data Warehouse tools.
- Provides technical and functional guidance to City Departments related to procurement matters.

GRANT THORNTON, WASHINGTON D.C

2012 - 2016

ADVISORY MANAGER - BUSINESS CONSULTING & TECHNOLOGY

An industry leading global audit, tax and advisory consulting firm, serving clients across Civil, Defense, Intel and Commercial markets.

- Directed IT hardware/software acquisition lifecycle support, helping clients meet next generation IT initiatives valued at over \$1B. Served as a procurement and strategic sourcing advisor, providing acquisition planning, category management, vendor management, strategy development, solicitation development, source selection, post-award implementation, performance management, and business process re-engineering support services to organizations ranging from 100-3000 employees.
- Director of multiple personal and real property engagements, enhancing client's audit readiness through identification and revision of internal controls and business processes.
- Responsible for logistics support utilizing SAP information management system for asset management & maintenance requests. Supervises the development and implementation of strategic and risk management plans to improve organizational goals and visions.
- Managed a portfolio of 3 consulting services projects, overseeing delivery teams of 2-16 specialists for clients in private and public sectors. Maintains billability of staff while providing management advice to over 5 organizations with revenue sizes ranging from \$1.5M to \$17M.

Notable Contributions:

- Helped clients reduce pre and post-award activity timelines by over 25% through implementation of IT acquisition best practices and targeted performance improvements.
- Generated over \$10M in new revenue through client relationships, quality delivery, proposals, and other marketing efforts and expanded market presence in financial and government-wide services.

SAYRES & ASSOCIATES, WASHINGTON DC

2010 - 2012

LEAD PROCUREMENT DATA ANALYST

Consulting company offering a broad spectrum of management, technical, and administrative services

- Performed quantitative and qualitative business vendor analysis for executive clients within the Federal government, including supply chain management, business unit strategy, restructuring, systems engineering, logistics, Federal acquisition and procurement processes (FAR/DFARS) for major acquisition programs, and program /project management. Developed and prepared sparing cost reports, sustainment planning and review reports and metrics, cost and budget planning metrics, and preventative maintenance or condition-based maintenance reports. Participated in multiple integrated product teams, and integrated logistics support management teams.

Notable Contributions:

- Developed program offices first official policy for system element certifications and maintained a 90% operational availability for all above water radar systems in the US Navy.
- Received multiple prestigious employee awards for client service and excellence

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UNITED STATES NAVY SUPPLY CORPS OFFICER

2005 – PRESENT (ACTIVE + RESERVES)

- Director (Commanding Officer, various Navy Units) of business operations and port services, moving and shipping over 7,500 pallets of critical supply to include fuel throughout Singapore, Guam, Japan, the United Arab Emirates and Africa.
- Managed the requisitioning, stocking and issuing of 21,413 line-items worth over 15 million dollars, obtaining a customer fill rate of 98%.
- Operations Officer responsible for the readiness, training, equipping, deployment, and sustainment of a commissioned Battalion. Provided leadership and guidance to over 300 personnel for conducting worldwide cargo, fuel, and ordnance handling operations in support of all five geographic regions.
- Responsible for planning contingency contracting and contingency financing; providing initial contract management and interagency logistics management to combatant commanders in support of global operations.
- Director of logistics for the modernization of all Coastal Patrol ships; Managed the logistics of all alterations performed during ships availability period, ensuring 95% accuracy in overall ship audits.

MONTEREY BOATS

2004 - 2005

QUALITY ASSURANCE MANAGER

Monterey Boats is a world leading manufacturer of sport boats and sport yachts, offering the best in style and performance.

- Managed the quality assurance station on two production lines, making sure that mid & full-sized sport yachts were manufactured and ready to be shipped to customers around the world. Received a 99% success rate for items shipped internationally with no returns.

EDUCATION

M.B.A., Northeastern University, Boston, MA (2011) *Supply Chain Management / International Business*

B.A., University of Florida – Gainesville (2004) *Political Science*

PROFESSIONAL CERTIFICATIONS

Certification in Management, University of Virginia - Darden Business School (2010)

Joint Professional Military Education Level I, Naval War College (2019)

Defense Acquisition Workforce Improvement Act (DAWIA) Certifications,

Defense Acquisition University (DAU):

Life Cycle Logistics – Level III

Program Management – Level II

Contracting – Level I

CON 090 (4 week FAR/DFAR "boot camp" residence tested training at DAU)

Naval Supply School Graduate, Athens, GA (2005)

Lean Six Sigma Yellow Belt Certified (2009)

TOP SECRET Security Clearance (ACTIVE)

TECHNOLOGY SUMMARY

Software: Microsoft suite, SAP, Oracle ERP.

Hardware: Microsoft PCs (LAN and WAN structures) / Apple Products