

Andrea N. Deas, PMP

2928 Brantley Dr. · Antioch, TN 37013 · (786) 897-7667 · Andrea.Deas@gmail.com
<https://www.linkedin.com/in/andrea-deas-sourcing/>

Professional Summary

Dedicated professional with 15 years of experience providing excellent transformative solutions through my outstanding project management, procurement, finance, and collaboration skills. Proven track record of delivering tangible value to the organization through contract negotiations, process improvements, leading complex initiatives and implementing operational efficiencies in the CPG, Foodservice and Technologies Sectors.

Skills

- | | | |
|-----------------------|-------------------------------|-----------------------|
| ▪ Project Management | ▪ Global Procurement | ▪ Program Development |
| ▪ FP&A | ▪ Demand Planning/Forecasting | ▪ Business Partnering |
| ▪ Budget Management | ▪ Logistics & Warehousing | ▪ SAP/Hyperion |
| ▪ Category Management | ▪ Policy Implementation | ▪ Vendor Management |

Employment:

Picology

Director of Procurement & Supply Chain Nashville, TN Oct. 2022 – Present

- Managed end-to-end sourcing strategies for food and packaging categories, overseeing perishable, frozen, and shelf-stable products and collaborating with distributors, manufacturers, and franchisees to ensure cost-effective procurement and supplier relationship management.
- Established cross-functional processes and communication channels to facilitate seamless collaboration across teams, supporting the successful launch of new menu items and the brand relaunch.
- Improved distributor performance through implementation of performance scorecards, identification of improvement areas and establishment of service level agreements metrics, and benchmarks
- Conducted regular reviews of supplier performance and identified opportunities for cost savings and process improvements.
- Monitored and analyzed commodity markets to negotiate favorable pricing and contract terms for grain and dairy products, implemented strategies to mitigate price volatility and manage commodity risk, ensuring stable supply and pricing for key ingredients.
- Developed and implemented contingency plans for key ingredients, including monitoring supplier performance, identifying potential risks, diversifying the supplier base, increasing safety stock levels, and identifying alternative sources of supply to ensure continuity of supply.

Citrix Systems Inc.

Finance Manager FP&A Dublin, Ireland/ Nashville, TN Mar. 2018 – Sept. 2022

- Drive preparation and consolidation of annual plans, quarterly and monthly forecasts for EMEA Sales and Services Organization's P&L totaling \$200 million
- Advisor and strategic partner to Northern European, Customer Success, Presales, and Digital Sales leaders at a regional and area level to ensure understanding of operational risks and opportunities that may impact its \$60 million budget
- Implemented the Emerging Markets Sales Hub co-location for Renewals and Digital Sales Functions in Athens transitioning from an outsourced to insourced resource model.
- Lead strategic initiatives through the development of financial models and analysis to determine the impact of business decisions and recommend plan of actions
- Execute headcount reconciliation to compare results vs plan, and prior periods on a monthly basis.
- Monitor metrics that assess area level performance, identify efficiency and areas of improvement
- Spearheaded process improvement projects in response to business needs to drive continuous quality improvement.
- Develop talent pipeline by creating EMEA intern Sales Finance Learning plan. Accountable for providing performance feedback and coaching

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Global Sourcing

Fort Lauderdale, FL

Dec. 2015 - Mar. 2018

- Partnered with Procurement Category Leads and Executive Leadership across the indirect space to identify value creation opportunities through; spend rationalization, process improvement and cost effectiveness
- In conjunction with Facilities, overhauled quick serve portfolio in US Locations. Streamlined from various regional suppliers to 1 nationwide provider, which simplified snack product offerings and standardized the end user experience
- Consolidated vendors in the Human Resources Sector with spend less than \$100,000 to achieve \$2.5M in tangible savings H1'16
- Established Global Preferred Supplier List with Talent Acquisition. This included the consolidation of recruiter's needs, development of the rfp and evaluation criteria, negotiation of placement fees and the training and onboarding of new agencies
- Facilitated the request for proposal (RFP) and evaluation of an ethics and compliance solutions vendor to provide annual training to all 10,000+ global employees on topics of Harassment, Code of Conduct

Bacardi Corporation

Miami, FL

Oct. 2014 - Dec. 2015

Advertising & Promotions Procurement Manager

- Oversee strategy development, strategic sourcing, vendor management, project development, and production services for Bacardi USA.
- Optimized leverage of spend, identifying operational efficiencies through savings and innovation, management of supplier relationships within Information Technology, Agency spend, BTL events, sponsorships, market research, and digital.
- Managed and streamlined processes with direct responsibility in the creation of statements of work and contract management
- Implemented an agency evaluation and rewards process across all the preferred BUSA agencies that resulted in effective benchmarking and improved KPI's.
- Creation of category strategies, agency relationship management and negotiations, integration with business units, identification of cost savings opportunities
- Overall management of supplier relationships for various brands and marketing categories across a ~\$250 million spend pool.

Burger King Corporation

Miami, FL

Apr. 2013 - Sept. 2014

Senior Procurement Manager

- Launched the implementation of a centralized Global Procurement Department that transformed the fragmented local sourcing structure to an organization that utilizes supply chain best practices such as; leverage global volume, specification optimization, and competitive negotiations. This generated both immediate savings of 10% in cheese prices in year 1 and pipeline efficiencies.
- Established a central repository of Franchisee negotiated procurement contracts. Successfully led the negotiation for a web-based Contract Management Software solutions and E-Sourcing tools for implementation in all regions outside of North America.
- Implemented a Global Supplier Relationship Management Process- which consisted of 35+ global vendors with varying regulation and sourcing constraints across 3 international regions LAC- Latin America, EMEA- Europe, Middle East and Africa, and Asia Pacific.

Campbell Soup Company

Camden, NJ

Apr. 2008 - Apr. 2013

Senior Buyer

Mar. 2010 - Apr. 2013

- Managed \$144 million in annual spend in the Global Procurement group for manufacturing operations in the United States, Canada and Mexico. Primary responsibilities focused on Strategy Development, Contract Negotiation, Category Management, Supplier Relationship Management, Budget and Inventory

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Execution.

- Monitored 150+ Items which included the: assessment of market trends and conditions, Development of the annual operating plan and the Review of commodity price projections and variance analysis
- Assessed 65 vendors that serviced 17 North American plants (retail, bakery and food service) which involved: Negotiation of competitive contract prices, execution of risk assessment audits to monitor financial health and a periodic review of service level metrics with suppliers

Supply Chain Specialist

Apr. 2008 - Mar. 2010

- Led the Promotional Event Execution Program of Iconic Brands such as Chunky, Vfusion, Prego and Pace. Ensured that all promotional loads adhered to the company's incentive pricing policy prior to 1st ship date.
- Collaborated cross functionally with Customer Service Analysts, Planning, Warehousing and Transportation to resolve on time delivery issues that adversely affect the success of the promotion.
- Produced and distribution of post event analysis throughout the organization, and to identify potential areas for improvement

Nestle Purina USA

Allentown, PA

Jan. 2007 - Mar. 2008

Operations Management Development Program Trainee

- Operations Management Trainee in an extensive rotational training program within a manufacturing environment in the following functions: Engineering, Packaging, Quality, Production, Human Resources, Finance and Maintenance.
- Hired and mobilized a team of 8 contractors responsible for executing warehouse operations and processing returns
- Chaired a nationwide petfood recall over a 4-month period which involved the reverse logistics, sort segmentation and documentation of all products received, and the destruction of contaminated inventory
- Conducted Forklift Feasibility Study which evaluated the added cost of outside maintenance vs the utilization of union workforce. Increased forklift maintenance cycle time from monthly to 3 times per month reducing downtime and increasing equipment reliability.
- Headed warehouse transformation workstream which converted 25% of forklifts from traditional battery charging stations to a quick PosiCharge System.

Education:

Florida A&M University

Tallahassee, FL

December 2006

B.S (Cum Laude) in Business Administration / MBA

Certification:

Project Management Institute

Nashville, TN

March 2022

Project Management Professional (PMP)

University of Pennsylvania

Philadelphia, PA

November 2013

Introduction to Operations Management

University of California

Irvine, California

January 2018

Project Management Principles & Practices