

SAM SMITH

Lieutenant Commander, US Navy
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Top-Secret Security Clearance

Senior Procurement Analyst

Senior military officer “Procurement Analyst for Operating Logistics” assigned to Baghdad, Iraq to facilitate operational contracting in support of Coalition Forces and the relief and reconstruction of Iraq...

- **26+ years of expertise and notable contributions leading hundreds of personnel in supply chain management, contract administration/procurement and project/program management.**
 - **Astute business acumen; confident and proven leader in multi-discipline and international environments..**
 - **Manage 118 active contracts valued in excess of \$1B to restore Iraq’s electrical capabilities.**
 - **Master of reengineering processes in multiple geographically separate locations.**
 - **Authority in Federal Acquisition Regulation and Defense Federal Acquisition Regulation Supplement.**
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Logistics, Operations & Transportation Management

- Achieved 100% efficiency in transferring 110 departmental personnel and offloading 2000+ pallets of material, 300 pallets of cargo, 1.5M gallons of fuel and 70 pallets of reusable materials to fleet units.
- Saved \$750K in scarce operating funds.
- Worked through diminishing resources to transfer over 10,000 tons of ammunition and 15M gallons of fuel valued over \$100M to three aircraft carrier strike groups, while managing to return scarce operating funds.
- Liaised with prime vendors for multiple ship’s port visits, securing services to support ships’ schedule and requirements.
- Closed-out accountable and financial functions in preparation for ship’s decommission.

Finance, Acquisition & Contract Management

- Authority in Federal Acquisition Regulation and Defense Federal Acquisition Regulation Supplement.
- Administer Blanket Purchase Agreements, Government Purchase Card and Indefinite Delivery / Indefinite Quantity orders and source selection for “performance-based” and “firm fixed price” contracts.
- Certified in Simplified Acquisition (warranted up to \$25K).
- Manage 118 active contracts valued in excess of \$1B to restore Iraq’s electrical capabilities.
- Manage contractual aspects of Rapid Contracting Initiatives to local Iraqi Contractors, Direct Contracting Initiatives to international contractors and Design and Build Contractors to rebuild and restore the Iraqi electrical infrastructure.

Operations, Program & Project Management

- Led seven divisions through multi-million dollar, highly compressed, 5-month maintenance and renovation period.
- Implemented Material Support Initiative; restoring \$4.5M budget to original allocation.
- Established Consolidated Mail Facility streamlining mail processing and reducing costs of postage meter usage by 65%.
- Developed Housing Program’s FY03 Special Projects and FY04 Construction project exceeding \$260M.
- Contributed to the development of Navy-wide Food Service Standards and Matrices to streamline processes.

Resource / Material Management

- Exceeded the post-deployment inventory reconciliation average of \$1.6M with the first ever “Zero” loss result.
- Shattered previous Carrier Battle Group Records, leading the only supply department in the group to achieve all inventory management goals and earning a “clean sweep” of “outstanding” grades during Material Inspection.
- Ensured retail operation remained a vibrant and profitable concern; maximized profits by transferring end-of-cruise inventory, tailoring product line to clientele, maximizing vending machine sales, and capturing sales around the clock.

PROFESSIONAL EXPERIENCE**UNITED STATES NAVY, *Secret Security Clearance*****1979 – Present**

Regional Program Director for Logistics, SUPPLY CENTER, Anchorage, AK (10/2004 – 9/2005)
Responsible for Supply Services and Material Management supporting fleet and industrial aviation/submarine/surface units, and regional shore commands in the Pacific Northwest and throughout the Pacific Rim and Indian Ocean.

Supply Officer, USS NAVY (3/2004 – 10/2004)
Developed logistical plans and support structure in support of supply logistics. Directed overall fiscal, procurement, warehousing (receiving, inventory and issuing) and logistical activities of supply replenishments for multiple battle groups.

Readiness Officer, USS CARL VINSON (1/2002 – 2/2004)
Analyzed logistical work processes and developed metrics and management tools to ensure measures of effectiveness were in place in all logistical elements. Defined training requirements, performance standards, and employee skills in promotion of continuous process improvement.

Program Manager, NAVY REGION SOUTHWEST (5/1994 – 12/2001)
Re-engineered 11 individual base dining facilities at eight separate locations throughout the southwest into a single streamlined program. Centralized accounting functions with an annual budget in excess of \$45M. Consolidated service contracts, reducing contract costs by \$3M. Considered

EDUCATION AND TRAINING

Bachelor of Science in Business Administration, University of Georgia, Athens, GA

Senior Supply Officer Department Head Course, Athens, GA

Management Level Study Of Afloat Financial And Inventory Practices And Management

U.S. Army Basic Contracting Course, RAF Mildenhall, England - Received \$25K Contract Warrant

Warfare Officer Supply Corps Qualified; Naval Aviation Supply Corps Qualified

AWARDS AND COMMENDATIONS

Navy / Marine Corps Commendation (5); Navy / Marine Corp Achievement (3)

Iraq Campaign Medal; Global War on Terrorism Service Medal; National Defense Service Medal

Best Anti-Terrorism/Force Protection Program Winner 2002

COMPUTER SKILLS: MS Windows Professional 2000, Windows XP, Word, Excel, and PowerPoint
