**CATHERINE THART, C.P.M.**

7602 East Aster Drive, Scottsdale, AZ 85260

Cell: 847-924-1742 catherinethart3@gmail.com

**OBJECTIVE:** Strategic Sourcing and/or Category Management position with a global organization, where strong contract negotiations background, leadership, collaboration and supplier management skills will be fully utilized.

**SUMMARY: Extensive Contract Negotiation experience** thatincludes procurementof a wide range of services and goods from domestic and international suppliers.

 An energetic professional that researches **market trends,** to establish intelligence in order to use this market knowledge to enhance competitive advantage.

 **Excellent Interpersonal Abilities** ensure effective communication and collaboration with all levels of management, cross functional teams, customers (internal and external) and strategic suppliers.

 **Time Management Skills** guarantee the smooth and timely attainment of organization’s objectives through robust bid process, accurate cost projections and achieving the most competitive pricing possible without compromising the integrity of the product or service, all while keeping to aggressive project timelines.

**EXPERIENCE: Arizona State University,** Tempe, Arizona

*Strategic Sourcing-Purchasing Manager, Procurement (Jan 2015-Present)*

* Drive innovative strategic sourcing initiatives for the University through partnering with key internal stakeholders where outcomes affect wide range of internal customers including students, staff and employees.
* Optimize robust Request for Proposal (RFP) process to select strategic alliance suppliers and negotiate strong contracts emphasizing Service Level Agreements (SLAs), Key Performance Indicators (KPIs), Total Cost of Ownership (TCO) and operational efficiencies to ensure contract compliance and exceed expectations.
* Instrumental in leading and facilitating procurement initiatives focused in the areas of Information Technologies Software/ Software as a Service/Hardware, Scientific/Research, Financial Management, and furthering the Universities Innovation goals.

**Baxter Healthcare Corporation,** Round Lake, Illinois

 *Senior Manager, Life Sciences and Operations (April 2013-Jan 2015)*

* Mentored team of six in the success management of all contracts for Baxter’s Therapeutic Areas ensuring compliance, fair market value, strong negotiations that support the overall strategies and adhere to Research and Development (R & D) critical timelines.
* Ensured compliance to strict US and global regulatory requirements while planning and contracting all Medical Affairs’ Advisory Board Meetings with Healthcare Professionals around the globe.
* Partnered with Clinical Project Managers and Medical Directors to gain an in-depth understanding of business drivers for each initiative including clinical trials, usability studies, and laboratory experiments for successful new product development.

*Manager, Contracts and Budgets* (*Jan 2012-April 2013)*

* Negotiated, executed and maintained all clinical research contracts in a fast paced, ever changing environment while maintaining compliance to Baxter financial, quality, legal and regulatory requirements.
* Participated on all Clinical Study Projects by engaging in regular team meetings and keeping project budgets and timelines on track.
* Key contributor to the development of a streamlined, on-line contract request software program to ensure standardization, compliance and efficiencies.

 *Category Manager, Purchasing and Supplier Management* (*Aug 2007- Jan 2012)*

* Developed sourcing and category strategies for areas of responsibility including but not limited to; Commercial Research (bioanalytical, pre-clinical and clinical), Sterilization Services and R & D Capital Equipment (purchases and services).
* Focused primarily on strategic partnerships by creating categories in which savings and performance metrics were reported while getting the most value for the R & D communities and ensuring Regulatory, (Supplier) Quality, financial and contract compliance globally.
* Regularly communicated with Baxter Senior Management within each franchise, to ensure alignment with their top initiatives so that their goals were achieved.
* Realized over $15M in cost savings, avoidance and efficiencies through key negotiations and successful bid processes.

**Hospira, Inc.,** Lake Forest, Illinois Nov 2004-Aug 2007

 *Senior Purchasing Agent*

* Managed several categories including, but not limited to, Research and Development, Information Technology and Sales and Marketing support.
* Instrumental in conducting and negotiating numerous high profile Requests for Proposals with cross functional teams always meeting/exceeding target savings goals, critical timelines and maintaining successful strategic supplier relationships.
* Supported approximately 800 nationwide Medical Science Liaisons by developing a contract process and training program to improve process flow and timely implementation of programs as well compliance to Quality requirements.

**American Fluorescent Corporation,** Gurnee, Illinois Sept 2000-July 2004

*Senior Buyer/Planner*

* Key achievements included converting from a homegrown software system to an ERP system, utilizing MRP for all components/sub-assemblies that supported production.
* Instrumental in developing a supplier evaluation program for key categories
* Co-developed and implemented Vendor Managed Inventory (VMI) programs to reduce inventory levels, streamline processes and paperwork while improving process flow for production efficiencies.

*Major Accomplishments:*

* Received Lifetime Purchasing Management Certification (C.P.M.) from the Institute of Supply Management
* Instrumental in the conversion to SAP at two different companies (Super User)
* Created new categories and developed strategies to manage them successfully while realizing significant savings and solidifying successful supplier relationships.

**EDUCATION: Loyola University,** Chicago, Illinois

**Master of Education**

 **Bachelor of Science**

*References Available upon Request*