

JENNIFER C. ALDEN

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VP / DIRECTOR OF SUPPLY CHAIN / PROCUREMENT

**Capital Budgeting / Cost Control / Vendor Sourcing & Relations / M&A / Joint Ventures
Turnarounds / Startups / Growth Strategies / Negotiations / Product Sourcing
Supply Chain Analysis / International & Domestic Supply Chain Management / Logistics
Maintenance / Warehousing / Materials Management / Distribution / Transportation
ERP Systems / Contract Administration / Restructuring Financial Analysis & Reporting
Product Development & Reengineering / Pricing & Forecast Modeling / Bilingual
Project Management / Purchase Agreements / Community Affairs / Public Speaking**

Served as corporate partner, provided supply chain leadership in variety of cross-functional, cross-divisional areas within operating group and across corporation. Played integral role in current/future business integrations/acquisitions in evolution of Global Supply Chain Network and with commercial strategic planning process. Established Procurement department with functional responsibility to strategically source all major commodities totaling nearly \$1B in spend, as well as established and managed multiple international supply chains. Accountable for all analysis for potential sourcing and feasibility projects and initiatives, including total cost of ownership (TCO) analysis, make versus buy modeling, spend analysis, cost savings potential and all feasibility studies.

Managed corporate sourcing managers/directors in all areas/commodities within manufacturing, capital equipment, ingredients, packaging, maintenance parts and services, and indirect services (consulting, temporary labor, marketing and travel). Partnered with International Purchasing Group to maximize cost savings across regions and improve the contracting process. Worked with all major stakeholders, ensuring needs were met, assisting in budget management, and monitoring supplier performance.

Possess superior role model leadership behaviors, leading an organization and influencing others while actively displaying the 4-I's – Integrity, Innovation, Intensity and Involvement. Drive operational excellence and best practices across supply chain organization. Quickly establish credibility across an organization and engage/influence others to ensure the most effective and efficient solutions. Create and maintain strong business relationships. Display strong business acumen accompanied by interpersonal savvy. Develop/lead multi-functional projects. Excellent communication, presentation and analytical skills.

Master of Public Policy Administration and **BS**, Biological Science/Microbiology, Florida State University. Extensive training in legal aspects of procurement, logistics and freight management, negotiating and cost benefit analysis. Lean Sigma trained. **Fluent in English and Spanish.**

Certifications & Affiliations: CISC (Certified International Supply Chain Manager). CIPM (Certified International Purchasing Manager). Member : ISM (Institute for Supply Management), ABA Commodity Task Force (American Bakers Association) and ABA Task Force on Energy and Environmental.

PROFESSIONAL CAREER HISTORY AND SELECTED NOTABLE ACHIEVEMENTS

Vice President of Procurement & Supply, Pepperidge Farm Bakeries USA/worldwide, 2002 to Present. Pepperidge Farms Bakeries has USA sales over \$1.3 Billion, operates 9 US manufacturing facilities and employs over 5,000 associates.

Responsible for \$900M spend, >\$500M ingredient and packaging and \$1.8M employee budget. Oversaw eight direct reports and 32 employees in procurement and supply for all raw, pack, co-pack freight and MRO sourcing. Accountable for cost savings/productivity improvement goals, staff development, new product development and all strategic sourcing, inbound/outbound freight savings, inventory reductions and cost control. Served as US liaison on global procurement council.

Established and managed multiple international supply chains. Responsible for all analysis for potential sourcing and feasibility projects and initiatives, including total cost of ownership (TCO) analysis, make versus buy modeling, spend analysis, cost savings potential and all feasibility studies. Managed detailed department budget, capital cost savings validation, reporting and reallocations of cost.

- **Established and implemented new sourcing process for all major projects within company, generating over \$40M in cost reductions in seven years.**

- **Negotiated and implemented P-Card program across Corporate and US facilities, shaping it into world-class and reducing admin expense 30% while driving additional \$400K annual revenue from rebates.**
- **Spearheaded overhaul of internal freight controls and applied strategic sourcing to carrier selection, reducing number of carriers by >1/3, recovering >\$200K in overcharges in 10 months and reducing inbound freight charges on raw and packaging by \$2.8M.**
- **Developed and implemented streamlined process encompassing entire breadth of new product development process, improving efficiency by 20%.**
- **Served as Lead member of Steering Committee for integration/installation of Company-wide Operating System (Oracle), delivering on time and budget.**
- **Established a Procurement department with the functional responsibility to strategically source all major commodities, including ingredients, packaging, indirect items and services, MRO and third-party production (co packing) totaling nearly \$1B in spend.**

Director, Corporate Procurement, Specialty Foods Group, 2001 to 2002. Specialty Foods Group, Inc (formerly Specialty Meats Group, SMG) is a leading producer and marketer of a wide variety of premium branded and private-label processed meat products.

Held complete responsibility for all aspects of purchasing, sourcing, contract management/negotiations, cost savings, value analysis, and policy development. Completely restructured purchasing and contracting functions to give focus to both strategic sourcing, contracting and cost savings, while at the same time improving operational purchasing and communication. This included all OEM suppliers, indirect and third party production and sourcing. Managed a professional staff of project managers, senior buyers, sourcing specialists, data analysts and supervisors. Responsible for Materials Management through the Operating and Inventory Control system, which included indirect management of all local (plant) warehouse personnel.

- **Rewrote and established a complete set of processes and procedures for purchasing, contracting, sourcing, data management and product value analysis and cost savings.**

Division Procurement Manager, Meats Group, Southeast US, Sara Lee Corporation, 1995 to 2001. Sara Lee Corporation (SLC) is a global manufacturer and marketer of high-quality, brand name products for consumers throughout the world. Began with SLC at Bryan Foods in MRO purchasing. Promoted through the organization to **Capital Projects Administration, Strategic Sourcing Manager, Department Head and Corporate, Division Procurement Manager.**

- **Formulated/managed Y2K preparation and recovery plan for Sara Lee's MRO Sourcing.**
- **Oversaw Sara Lee Division relocation, transitioning on time and 24% under budget.**
- **Formed strategic alliance that reduced Sara Lee's inbound freight costs by more than 30% annually while reducing capital outlay for non-performing space by > 35%.**
- **Established Purchasing/Procurement startup, delivering \$42M facility on time/on budget.**
- **Negotiated/implemented Corporate-wide contracts in Capital equipment, Sanitation, Environmental, Telecommunications and Maintenance, saving average 15-25% YOY.**
- **Outsourced facilities and associated MRO purchase processes with 25% annual savings.**
- **Managed Capital Purchase negotiations for SLC with annual budget of over \$120M and successfully achieved volume rebates of over 10% on that spend.**

Research assistant, Forage & Crop Research, US Dept of Agriculture, 1992 to 1995. Division of Ag Research Service (ARS), Southeast US. Managed two research laboratories to support the Unit Scientist's work in corn, clover, and other forages. Purchased all equipment and supplies for both labs. Supervised hourly personnel. Conducted research and documented processes and results.

- **Awarded one of the "1000 Points of Light" by President George H. W. Bush for contributions to promotion of science education in local public schools.**