

Lance Kerry

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CONTRACT ADMINISTRATION & PURCHASING PROFESSIONAL

Heavy Industry Contract Management and Negotiation

Petrochemical / Piping & Valve / Automatic Welding & Engineered Equipment / Structural Steel

- Cradle-to-Grave Contracts Formation / Administration / Negotiations / Execution •
 - Multi-project Acquisition Agreements •
 - Target Price Negotiations • Cost-plus & Fixed Price Contracts •
 - RFP Preparation • Scope of Work Development • RFQ Issuance •
 - FAR / UCC / Common Contract Law Savvy • UCC Audits •
 - Electronic Contracting Environments • EDI •
- Electronic Invoicing System / Electronic Auctioning Process Design & Implementation •
- Highly flexible—Cross-functional Competency in Purchasing / Logistics / Expediting / Traffic •

... Frugal with corporate funds ... Constantly prioritizing to meet schedule and hold price points ...

... Highly visible in setting consistent standard for corporate ethics and personal integrity ...

... Totally committed to taking personal ownership of projects ...

Career Synopsis

BECHTEL CORPORATION

San Francisco, California • 1988 to Present

Contract Administrator II—Telecommunications & Industrial Division

Recruited back to former employer to fulfill 2 distinct functional roles: Contract Administrator (60%) and Purchasing Agent (40%). Readily demonstrate flexibility, capability, and credibility as 1 of only 3 multi-disciplined Bechtel Houston staff performing dual roles.

Selected Accomplishments & Representative Projects:

- **Multi-market / E-bidding Vendor Selection (Verizon Wireless Services)**—Lead contract administrator on 2 locations (Las Vegas / Salt Lake City) with 5 direct reports. Currently, administering \$28MM contract in Nashville (TN) supporting Memphis (TN), New Orleans (LA), and San Juan (PR) markets. Devised alternative management techniques to facilitate matrix management of extensive telephone and electronic communications. Negotiate with subcontractors for site acquisition, electrical and general contracting services, and architectural engineering; submit RFPs, evaluate bids, negotiate terms and conditions, and use an anonymous e-bidding process in selecting competitively priced vendors. Significantly improved subcontractor and vendor perceptions of company in all markets resulting in equitable agreements.
- **First-of-a-Kind Facility (US Army Aberdeen Chemical Agent Disposal Complex)**—Purchasing agent on intensive, completely unique complex designed to render inert feedstock chemicals used to produce mustard gas. Aligned actions to conform with FAR and Army procurement requirements, pass a series of government audits, and produce voluminous documentation. Gained valuable experience with electrical engineering and distributed control center components.
- **International Hard Turnaround (Union Carbide, Calgary, Canada)**—Salvaged severely lagging and over budget \$300MM low density polyethylene project. Expertly performed purchasing role on distributed control system project involving extensive electrical equipment and design purchasing. Member of 7-person hardcore turnaround procurement team successful in bringing in project ahead of schedule and under budget.

- **Multi-project Acquisition Group (Piping & Valve Impact)**—Supported multiple, domestic and international projects, seamlessly juggling 2-3 projects, commodity buying plans, and constantly shifting priorities and delivery deadlines. Supplied key manufacturer with power generators to resume operations and get back online after a major ice storm cut power.
- **Kuwait Oil Well Firefighting & Reconstruction**—Supported 300 overseas subcontractors 12/7 for 60 days. Wrote subcontracts worth multi-billion dollars for Bechtel. Contracted with Soviet Air Force to fly in Antonov (world's largest airplane) to Houston Intercontinental which required US fighter aircraft escort. Significantly, no safety issues arose in very dangerous, highly urgent, politically-charged environment.
- **Algeria Natural Gas Pipeline**—Executed dual contract administration and procurement role on \$450MM lump sum contract involving extremely large pieces of trenching equipment (only 6 exist worldwide). Turned \$40MM profit while saving client significant cost amounts.

SENIOR PURCHASING AGENT—Petrochemical & Power Division • 1981 to 1983

ARAMCO Services Company Wasia Project, Saudi Arabia

Recruited to function as an expeditor and purchasing agent on 12-month ARAMCO Saudi Arabian well injection project involving American and British engineering professionals. Came to appreciate cultural differences while interacting with Pakistani, Filipino, and Arab service workers.

PRIMERICA

Houston, Texas • 1986 to 1988

REGIONAL SALES MANAGER

Career transition to 100% commission-based position. Rapidly assimilated complex financial theory, principles, and investing strategies and techniques to effectively educate clients and fuel a steady production stream. Seamlessly moved into an integral sales management and sales force development role drawing upon natural leadership effectiveness.

HOUSTON LIGHTING & POWER (cka Reliant Energy)

Houston, Texas • 1983 to 1986

SENIOR PURCHASING AGENT—South Texas Nuclear Project

Client-side execution of procurement functions on lengthy Bechtel project.

UNITED STATES MARINE CORPS

1974 to 1981

Captain (USMC) / Major (USMC Reserves)—Supply & Logistics

Activated as Major during Operation Desert Storm; served 90 days as assistant to OIC Mobilization Center. Mastered principles of and consistently displayed team-oriented leadership, discipline, and personal accountability.

Education

UNIVERSITY OF TEXAS, Austin, Texas
Bachelor of Arts