

Kevin R. Ball, C.P.M. – C.P.S.M.
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Professional Profile

Successful performance driven professional offering over twenty eight years' of comprehensive achievements in Strategic Sourcing, Supply Chain Management and Purchasing. Hands-on experience in building new procurement organizations and shared services entities and utilization of lean Warehouse Operations. Proven team leader with extensive expertise in sourcing, negotiations, team building and diversity resulting in strong results to the bottom line.

Areas of Expertise

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|---|---------------------------------|
| • Strategic Sourcing | • Supplier Diversity |
| • Supplier Development | • Contract Negotiations |
| • Leadership-Team Building | • Benchmarking |
| • Automation: Stratton Warren,
Red Rock, SAP | • Global Sourcing |
| • Warehousing & Logistics | • Internal "Sales" acumen |
| | • Policy/Procedures Development |

Professional Experience

Golden Entertainment LLC/American Casinos

Corporate Vice President – Strategic Sourcing/Warehouse Operations

2008-Present

- Lead a department of 72 associates comprised of Supply Chain, Warehouse Operations, Business Centers, Uniforms and Mail Rooms.
- Changed cultural mindset from Tactical to a Strategic methodology utilizing a "Cradle to Grave" business model.
- Empowered associates to develop systematically and create ideas and solutions to exploit efficiencies and drive cost savings.
- Direct operational oversight of four warehouse locations.
- Responsibility for departmental budget targets and long range planning.
- Chair "Internal" sourcing councils comprised of enterprise wide business units.
- Orchestrated a sourcing methodology for a 900 room renovation with savings of 23% equating to \$ 1,400/key on a \$ 5.6MM spend.
- Developing an online training regimen for procurement staff.
- Founded the Las Vegas Procurement Leadership Council with the mission to share best practices and lessons learned among industry professionals.
- Established Automated Warehouse par levels driving logistic efficiencies.
- Created an Enterprise Wide Supplier Diversity Initiative enhancing corporate citizenship.
- Serve on the board of Community Connection helping the organization give back to the community.

- Originating member of the BITAC purchasing council leveraging volumes with F&B manufactures resulting in lower cost of goods sold.

Wyndham Hotels Worldwide
Senior Director, Strategic Sourcing
2003-2008

- Headed up Staffing for the Procurement functions for Property openings
- Sourcing lead for Ariba e-Procurement Proof of Concept Project.
- Led enterprise initiative for express mail realizing 23% savings equating to \$6.6MM.
- Implemented spend management system with identified diversity spend.
- Oversee staff of six direct report sourcing professionals with annual spend of approximately \$ 900 million including F&B, OS&E and FF&E.
- P-Card Council member developing enterprise processes and procedures.
- Changed cultural and demand characteristics for acquisitions of goods and services.
- Sourcing lead for development of online catalog ordering process.
- Responsible for multiple reverse auctions resulting in average savings of 15%.
- Member of international cross-cultural negotiating team resulting in \$ 1.3MM savings.
- Participated in development of “value circle” integrating strategic sourcing.
- Procurement “Ambassador” securing buy-in within the business units.
- Participant in Mentor program for the development of sourcing managers.
- Nominated buyer advocate of the year 2004 from NY/NJ Minority Purchasing Council.
- Panel speaker representing Wyndham at diversity council sessions.
- Established a Vendor Advisory Council to monitor industry trends.

Public Service Electric & Gas
Senior Contract Administrator/Procurement Analyst
1997- 2003

- Assistant to Director of Contract Administration.
- SAP Procurement lead for MM module implementation enterprise wide.
- Developed Warehouse policy/procedures reducing time from receipt to invoice payment.
- Contributing participant on team that developed a “Syndicated EPC” strategic alliance for a \$1.5 billion construction program delivering cost savings and schedule reductions of 10%.
- Administer contracts for Capital Equipment and Services in excess of Two Billion Dollars.
- Lead commercial negotiator on \$ 82.6 million Capital Expansion project realizing increase in allocated risk to supplier, enhanced schedule resulting in increased revenue and project savings of \$ 4.3 million dollars.
- Initiated “early supplier involvement” on Environmental Capital Improvement project realizing win-win approach for MBE supplier and owner resulting in 8% reduction.

- Selected and implemented contract management tool to monitor the rights, obligations and performance of contracts improving schedule performance and substantially reducing claims by suppliers.
- Led a cross-functional team for strategic sourcing that generated supplemental revenue and cost avoidance.
- Managed total procurement and contract administration for 16-week outage budgeted at over \$21MM on time and under budget resulting in 87% reduction in credit card usage.
- Served as Project Procurement Manager for \$12 million B&W Cyclone procurement with incentives of \$ 750 K mitigating PJM penalties with a potential of \$3-4 million in revenues.
- Responsible for Contract Administration for MRO resulting in reduced vendor base with savings in excess of \$500,000.00 annually.

Education

Bloomsburg State University

Bachelor of Science, Business Management