

ROSE BERBERIAN, MBA, CPSM, CPSD, CMRP
Lecturer
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PROFILE

Supply chain management professional with extensive experience in various industries. Strategic sourcing and category management including Capital, IT and Professional Services. Strong contract development and negotiation skills focusing on total cost of ownership and mitigating risk. Effective management of stakeholder and supplier relationships. Keen aptitude for process improvement opportunities.

Core competencies: Supplier Relationship Management (SRM) / Process Improvement / Creating Policies and Procedures / Develop Contract Boilerplates / Ariba Spend Management Technology / Ariba Contract Management / PeopleSoft eProcurement / Bilingual-Greek / Total Cost of Ownership (TCO) / Strategic Sourcing / Supplier Diversity / Scorecard / Surveys / Ethics / Request for Proposal (RFP) / Request for Information (RFI) / Request for Quote (RFQ) / Group Purchasing Organization (GPO) / Category Management / Quarterly Business Review (QBR) / Purchase Orders (PO) / Historically Underutilized Businesses (HUB) / Total Quality Management (TQM) / OSHA / DOT

EDUCATION

Master of Business Administration (MBA)	<i>University of Houston – Victoria</i>	May 2004
Bachelor of Business Administration (BBA)	<i>University of Houston – Downtown</i>	December 2001
	Major in Management / Minor in Purchasing and Supply Chain Management	Graduated Cum Laude

PROFESSIONAL EXPERIENCE

Texas A&M Mays Business School-Dept of Information & Operations Mgmt	Jan 2022 – Present
Lecturer	

- Sourcing and Procurement

Kelsey-Seybold Clinic- Pearland, Texas	May 2021 – Present
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Indirect Sourcing Manager

- Manage all aspects of procurement for capital projects
- Established and maintain capital and minor equipment standards
- Collaborate with specialty administrators and physicians to establish departmental standards
- Effectively negotiate system-wide contract terms and conditions leveraging GPO agreements
- Manage supplier relationships (SRM) and conduct Quarterly Business Reviews (QBRs)

HOUSTON METHODIST – Houston, Texas	May 2012 – March 2021
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Contracts Administrator

- Negotiated \$3M annual savings and tier pricing on five-year capital equipment contract
- Negotiated \$1M annual savings and firm pricing on three-year blood product contract
- Negotiated annual cost savings of \$2.2M (5.2%) of \$42M in laboratory spend
- Encouraged supplier and GPO to collaborate resulting in national master service level agreement for ease of use
- Conduct strategic sourcing projects, RFPs, product evaluations, negotiate system-wide contracts
- Effectively negotiate local enhanced pricing, terms and value-adds beyond national GPO agreements
- Manage supplier relationships (SRM) and conduct Quarterly Business Reviews (QBRs)

- Active participation in several system councils and collaborate with Value Analysis team on implementation
- Draft contract language utilized in capital acquisitions aligned with stakeholder requirements
- Approved requisitions, dispatched POs and reconciled invoice discrepancies
- Consistent resource of information for various internal customers regardless of topic or department
- Focal point for support on all laboratory related products and services

PRO BONO CONSULTING – Stafford, Texas

January 2012 – May 2012

Consultant

- Establish business processes and procedures for small minority-owned business including implementation of electronic bookkeeping system and marketing strategy for business process improvement

UT MD ANDERSON CANCER CENTER – Houston, Texas

January 2009 – January 2012

Sourcing Specialist

- Conducted strategic sourcing projects from cradle-to-grave for UT System-owned GPO
- Developed strategic sourcing strategies managing cross-functional terms, bid analysis and supplier evaluations
- Negotiated and implemented complex system-wide contracts with savings between 5% to 50%
- Conducted market research, devised acquisition strategies and developed white papers regarding project viability
- Developed and conducted educational programs for internal and external procurement professionals
- Determined evaluation criteria and award factors, conducted bid conference calls and bid walk-through events
- Created brochure to promote HUB outreach and participation bidding process
- Developed various templates for use by procurement professionals
- Managed supplier relationships through QBRs and ongoing communications
- Created, developed and maintain GPO website and contributed articles to quarterly newsletter
- Implemented and maintained awards program to recognize suppliers and subject matter experts (SMEs)

CONTINENTAL AIRLINES, INC. – Houston, Texas

May 2006 – January 2009

Senior Sourcing Specialist

- Prepared, executed and managed strategic sourcing projects, RFIs, RFPs, RFQs and live reverse auctions
- Managed multiple strategic sourcing projects and cross-functional teams
- Developed strategic sourcing strategies, conducted bid analysis and prepared award recommendations
- Conducted supplier site visits to inspect and validate capabilities and quality control mechanisms
- Collaborated in root cause investigation of non-conforming equipment and recommended corrective actions
- Developed contract language boilerplate for capital equipment and services in collaboration with Legal
- Negotiated competitive contract terms and pricing for various commodities and services
- Managed supplier relationships through performance reviews, contract compliance and conflict resolution
- Assisted Human Resources (HR) in the recruitment of SCM professionals at national MBA conferences
- Represented organization's supplier diversity efforts at national events
- Applied market analysis and industry standards in sourcing decisions to reduce total cost of ownership (TCO)

MACY'S, INC., formerly FOLEY'S – Houston, Texas

July 2005 – May 2006

Assistant Buyer

- Monitored and analyzed sales reports and inventory to determine re-order levels and price reductions
- Created advertising planner and developed copy write for media preparation
- Developed and maintained positive supplier relationships
- Created merchandise signs and communications for store sales associates

ROYAL BANK OF CANADA (RBC) MORTGAGE – Houston, Texas

March 2003 – April 2005

Purchasing Manager / Business Analyst

- Implemented cost-savings initiatives decreasing spend by 38% nationwide within 1st QTR
- Assessed contracts, evaluated business needs, analyzed spend and coordinated equipment utilization
- Created cost-conscious culture by communication and effective peer participation
- Managed supplier relationships and implemented vendor managed inventory programs
- Created and implemented corporate procurement policies and procedures
- Prepared requests for proposals (RFPs), negotiated and managed national contracts
- Managed direct report

UNITED PARCEL SERVICE (UPS) – Houston, Texas

August 1987 – January 2003

Senior Service Associate / Office Manager Supervisor

- Managed the Exception Air Operation and the Saturday Air Operation from its inception
- Increased revenue 16% by reducing damage claims at the regional highest volume location
- Dispatched union drivers with highest volume of time sensitive parcels throughout the Greater Houston area
- Developed and managed performance reports for Division Manager
- Maintained strict compliance to Department of Transportation (DOT) and OSHA regulations
- Trained and managed both union and non-union direct reports in Hazmat and Total Quality Management (TQM)
- Resolved customer concerns, claims and C.O.D. discrepancies
- Maintained Just-In-Time (JIT) inventory of materials

PROFESSIONAL CERTIFICATIONS, MEMBERSHIPS AND PUBLIC OFFICE HELD

- Certified Professional in Supplier Diversity (CPSD) Issued Aug 2022 / Expires Aug 2025
- Certified Materials and Resource Professional (CMRP) Issued: Sept 2013 / Expires: Sept 2025
- Certified Professional in Supply Management (CPSM) Issued: July 2008 / Expires: July 2026
- Certified to teach the ISM CPSM Workshop
- Corporate Fellow at University of Houston-Downtown teaching MBA Strategic Sourcing Class Fall 2019
- Member - Institute for Supply Management (ISM) and ISM-Houston since 2001 and Board Member since 2007
- Member - Association for Healthcare Resource & Materials Management (ARHMM)
- Member - Texas Gulf Coast Supply Chain (local ARHMM chapter)
- Member - National Association of Women MBA's, Professional Houston Chapter
- Member and Volunteer – Houston Livestock Show and Rodeo since 2014
- Member of Texas Farmers Bureau since 2023
- WBEA Educational Event Presenter – Writing and Responding to RFPs June 2014
- Public Office-Stafford Municipal School District School Board Trustee, Assistant Secretary 2006- 2009
- Continental Management Association 2006-2009