

DANIEL G. LINDSAY, C.P.M.

2726 Woodhull Avenue
Bronx, NY 10469

Home: (718) 547-4260

Daniel_G_Lindsay@hotmail.com

PROFILE

Results driven Procurement Professional with over 20 years experience in the financial industry. Extensive background in purchasing, sourcing, negotiating, supplier/vendor and customer relations-management. A proven track record reducing operating expenses and increasing productivity.

PROFESSIONAL EXPERIENCE

BEAR STEARNS, New York, NY

Manager - Car Services – Global Procurement Group (10/06- Present)

- Manage the day-to-day activities of the seven car companies that service Bear Stearns.
- Liaison between Bear employees and the car companies.
- Review and resolve invoicing issues.
- Meet quarterly with major user groups and suppliers.
- Train new users on the Ariba Spend Management Buyer 8.2
- Review and approve office supply orders

ADECCO, New York, NY

Contract – Bear Stearns, New York, NY (5/06 – 10/06)

Global Procurement Group – Car Services Division

RANDSTADT, New York, NY

Contractor - Price Waterhouse Coopers, Jersey City, NJ (2/06 –5/06)

Special Projects Team responsible for monitoring and reporting companies that do business with PWC

ZEROCHAOS, Tampa, FL

Contractor – American Express Travel Related Services: Global Procurement, New York, NY (06/2005- 10/2005)

Special Projects Team responsible for the monitoring and execution of the Contract Delink Project.

TVA TECHNOLOGIES, New York, NY

Consultant – Church Pension Group (01/2005-04/2005)

Responsible for evaluating their current purchasing and accounts payable processes and recommending changes to improve efficiencies.

WACHOVIA CORPORATION, New York, NY

Vice President – Corporate Financial Services (07/2003-03/2004)

Managed the integration of procurement services of the Prudential/Wachovia merger in addition to the responsibilities enumerated under Prudential Financial.

PRUDENTIAL FINANCIAL, New York, NY

Vice President – Corporate Purchasing (01/2000-06/2003)

Responsible for the management of the administration of purchasing services. Serviced over 250 branch offices nationwide and 300 home office departments in New York City.

- Developed, implemented and maintained the e-procurement system (ProWave 2010) which processed over \$200 million in transactions annually. The firm realized over \$4 million in savings.
- Managed strategic sourcing initiatives. Monitored status and progress. Managed multimillion dollar contracts with an average annual spend of \$50 million.
- Utilized Reverse Auction for several commodities (office supplies, envelopes).
- Managed supplier performance through established performance matrices. The firm realized approximately \$500,000 in annual savings and process efficiencies.
- Developed annual Business Plan and reported on status of objectives on a quarterly basis.

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Assistant Vice President – Corporate Purchasing (02/1996-12/1999)

- Facilitated special requests from field offices. Recommended prices and products. Authorized invoice payments.
- Implemented cost saving programs involving product substitutions that led to an annual savings of \$100,000. Designed and maintained online records such as vendor profiles and equipment inventory.
- Responsible for contract commodity management, cost containment/saving goals, and implementation of all agreements.
- Ensured purchase orders and contracts contained all necessary conditions, such as guarantees, warranties, and government regulations, shipping instructions, credit terms and discounts.
- Managed a staff of 6 Buyers, 1 Supervisor. Developed a cross-training program resulting in a 20% increase in productivity.
- Managed the preparation of RFP's and RFQ's.

Purchasing Agent – Purchasing and Supply (01/1986-01/1996)

- Negotiated and authorized general agreements for commodities such as stationery products, small office equipment and equipment maintenance. Provided senior management with reports of purchasing activity and trend analysis.

EDUCATION

MBA, Executive Management, 2003
St. John's University, Queens, NY

BBA, Business Administration, 1985
Baruch College, New York, NY

CERTIFICATIONS/ RELATED TRAINING

ISM (NAPM) Certification Program – C.P.M.
Strategic Sourcing, Supply Chain Management, Negotiation Skills, Time Management, Effective Business Writing

TECHNICAL SKILLS

Microsoft Word, Excel, Access, Powerpoint, SQL, Oracle Enterprise 8,
Peoplesoft, Ariba Spend Management – Buyer 8.2