

YEVGENIYA ANNESER

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Business leader with 13 years of experience in project management, continuous improvement, and operational efficiency. Skilled in implementing supply chain strategies across direct and indirect procurement, and translating strategic objectives into actionable tasks. Proven track record of managing cross-functional teams, optimizing processes, and executing cost-effective procurement strategies to deliver measurable results aligned with organizational goals.

PROFESSIONAL EXPERIENCE

Raytheon Technologies (legacy United Technologies Corporation)

December 2016 – March 2025

Chemical Procurement Manager

(July 2022 – March 2025)

Raytheon Technologies, Collins Aerospace, Windsor Locks, CT

- Managed chemical procurement strategy for four strategic business units, supporting manufacturing processes with an annual spend of \$3.5M. Served as the primary liaison between the organization and chemical integrator, ensuring 160+ Point of Use locations were fully stocked to support both operational needs and research & development activities.
- Led the implementation of a key corporate synergy project by managing the RFP process. Authored SOWs to define project scope with additional T&C's that limited company risk and support business goals for three key commodities, while overseeing contract management from inception through project implementation.
- Deployed a successful vending solution with a \$180K annual budget, enhancing efficiency and productivity for a core strategic business unit. Post-implementation, oversee accounts payable on the purchase order to include monthly business unit charge backs while continuously integrating operator feedback to add new items and further enhance the user experience.
- Collaborated closely with EH&S and to address safety concerns incorporating operator feedback to enhance chemical packaging and PPE, including the introduction of lint-free gloves in vending machines for welding operations.
- Cultivated robust relationship with strategic sole source supplier to make a last batch of a critical chemical impacting deliveries of 33 different low margin parts preventing millions of dollars in work-stops across numerous programs for a core strategic business unit. Leveraged that the same relationship the following year to eliminate a three-year minimum order quantity requirement to secure 2016 pricing, resulting in favorable Purchase Price Variance savings for a separate business unit at the facility.
- Addressed non-conformance issues by implementing corrective actions resulting in collective resolutions. Maintains, authors, and updates Standard Procedures for chemical processes. Skilled in interpreting technical documents, including drawings, specifications, and production method procedures, allowing for meaningful collaboration with engineers and operations.
- Experienced in database management, ensuring accurate tracking and documentation of chemical processes and related data.
- Led synergy initiative to combining the demand signal avoiding manufacture minimum order quantity of a critical chemical resulting in \$0.6M in favorable Purchase Price Variance (PPV), \$115k fee reductions, and exceeding schedule by three weeks.

Indirect Strategic Business Unit Cost Lead

(February 2020 – June 2022)

Raytheon Technologies, Collins Aerospace, Windsor Locks, CT

- Business Cost Leader to an Indirect Supply Chain organization spanning 26 sites across APAC (Asia Pacific), America, and Europe, consisting of over \$460M in annual spend. Exceeded 2020 business target by 23%, achieving \$12.1M in EBIT savings and an additional \$4M in Cost Avoidance projects. Led month-end and year-end close activities for business unit tracking savings performance.
- Designed and developed a real-time database to enable data-driven decision-making, supporting cost reduction initiatives, procurement strategies, and spend tracking under contract. Enhanced collaboration and analysis to monitor supplier count and identify actionable opportunities for improvement.
- Appointed by leadership to manage a highly visible engineering productivity improvement projects across the business unit leveraging preferred supplier optimization yielding \$2.5M in savings to support business strategy in 2020. Co-authored standard work and lessons learned to ensure success amongst sister business units.
- Oversaw the RFP process for one site, driving supplier transparency by pushing for a detailed breakdown of overhead costs. This initiative resulted in \$600K in cost savings across three sites under the same agreement, optimizing the supplier's pricing structure.

Material Analyst, Columbus Engine Center F100

(December 2016 – February 2020)

Raytheon Technologies, Pratt & Whitney, East Hartford, CT

- Planned material requirements for foreign and commercial military sales engine overhauls and implemented strategies to optimize supplier capacity by level loading the MRP schedule, bill of material assessment, ensuring maximum fleet readiness. Provided data analytics relevant to customer fleet readiness and module overhaul schedule to military engines leadership and elevated critical shortages when necessary. Proficient in MRP/ERP systems.
- Proven Subject Matter Expert (SME) in Defense Prioritization Allocation System (DPAS). Proactively identified an irregularity in material signal and communicated findings to IT, resulting in a prompt signal correction that prevented an external escape. Assisted in the development of an IT patch to prevent future signal errors.
- Implemented continuous improvement initiatives to identify material trends, variables affecting customer risk and satisfaction, and collaborative solutions to provide customer support while minimizing impact on the supply chain.
- Identified a process gap and took initiative to become a key contributor to the testing and development of core software solution used in Sales, Inventory, and Operations Planning (S.I.O.P.). As a Power User, created audit tools, validation guides, and desktop procedures while coaching team members on system capabilities.
- Proactively identified gap in delivery stream of critical hardware leading to recovery of \$30k in hardware to build an overdue module contributing to an incremental sale of \$250k.
- Led cross-functional team in settling an overdue transactional account valued at \$1.6M allowing for the continuation of shipments, customer service to the program, and enabling future sales.
- Collaborated with customers and material management programs on inventory expedite opportunities resulting in increased annual sales of over \$3M. Took ownership of an overdue contract requirement and collaborated with numerous departments creating internal alignment

resulting in an improved delivery schedule by nine months and significant savings with the elimination of future performance fees.

- Demonstrated ability to comply with complex policies and procedures by managing two defense export license transitions while actively supporting two international air forces without escapes or delays.

Wholesale Marketing Agent

(April 2014 – June 2015)

Continuant, Fife, WA

- Identified opportunities and executed projects to increase space efficiency and profitability by coordinating logistical inventory transfer between two warehouses resulting in reduction of obsolete inventory and lean workflow. Established cost baseline pricing processes leading to defined reporting metrics and reduced labor per order.
- Initiated forecasting strategy aligning customer requirements with inventory resulting in leaner operations and greater cash flow. Refined database management process allowing for visibility of refurbished inventory on telecommunications search engines.
- Primary purchasing agent, managed quote analysis, and led negotiations with vendors to secure the most competitive pricing. Negotiated wholesale lot purchases at 10% of wholesale cost telecommunication parts consistent with company standards.

Ticket Network, Inc.

July 2007 – March 2012

Implementation Manager

(May 2009 – March 2012)

Ticket Network, Inc., South Windsor, CT

- Appointed to manage all activities related to software installation; managing multiple clients concurrently while creating end-to-end process excellence.
- Established, initiated, and continuously improved operational process improvements relative to software implementation of client accounts, delivering a streamlined process that reduced startup time while improving quality of service.
- Led customer education on PCI DSS requirements, optimizing operating procedures to reduce costs and minimize fraud in credit card processing.

Legal Assistant

(July 2007 – April 2009)

Ticket Network, Inc., South Windsor, CT

- Supported general management through vendor and contractor selection, maintaining vendor, and contractor relations.

EDUCATION

Southern New Hampshire University, NH	
Master of Science (MS), Operations and Project Management; GPA 4.00	2017
Southern New Hampshire University, NH,	
Graduate Certificate, Six Sigma Quality	2016
University of Connecticut, CT	
Bachelor of Arts (BA), Political Science	2010