

WALTER GILL JR.

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Executive Summary

Project Procurement Manager driven to cut company costs and boost company revenue through innovative management techniques. Organized and diligent, with excellent written, oral and interpersonal communication skills.

Core Qualifications

- Skilled negotiator
- Computer-savvy
- Supply Chain Management
- Project Management
- Vendor Sourcing
- Team Player
- Contract Negotiations
- Quality Management

Professional Experience

Senior Project Procurement Manager **07/2006 to Current**
Alstom Power, Inc **Windsor, CT**

Defined strategy and business plans for project procurement.
Directed strategic initiatives to achieve as sold budget numbers.
Manage the expeditors to ensure on time delivery of project components.
Conducted analysis to address back charges which led to over a million USD collected on the latan project.
Negotiated terms and conditions with international and domestic suppliers.
Aligned all procurement strategies with the overall contract project plan.
Visited international and domestic suppliers to evaluate quality and on time performance.
Streamlined discussions with engineering to ensure project specifications are correct.
Guided and developed low cost country suppliers worldwide for competitive pricing.

Senior Product Administrator **10/2003 to 06/2006**
Alstom Power, Inc. **Windsor, CT**

Managed the growth of replacement part sales for world wide customers.
Oversaw quotation development and order processing.
Authorized procurement of material for resale in response to customer orders.
Enhanced profit margins on burner part sales.
Consulted with customer service managers to develop Inventory pricing and plans.

Customer Service Representative - Inside Sales **11/1999 to 10/2003**
Alstom Power, Inc. **Windsor, CT**

Serve as the principle point of contact between customers and suppliers.
Process and expedite customer quotes and orders.
Visit customers to enhance service and develop long term relationships.
Develop sell prices utilizing cost and historical data.

Accounting Analyst **04/1998 to 11/1999**
Alstom Power, Inc / ABB **Windsor, CT**

General and Cost accounting entries to the general ledger.
Cost and invoicing reconciliation to forecasts.
Monitor and control work in process inventory.
Monthly balance sheet analysis and reconciliation.

Accounting Administrator **08/1994 to 03/1998**
Alstom Power, Inc / ABB **Windsor, CT**

Managed monthly billing of all business units.
Oversaw wire transfers of federal, state, and local taxes to proper localities.
Maintained cash managements systems.

Payroll Administrator **02/1988 to 08/1994**
Alstom Power, Inc. / ABB / CE **Windsor, CT**
Processed salaried and hourly payrolls for one hundred twenty business units throughout the US and Canada.
Managed garnishment payments with various state court systems.

Cycle Counter **03/1986 to 02/1988**
Alstom Power, Inc. / ABB / CE **Windsor, CT**
Managed control parts inventory stock.
Maintained inventory ledger.

Education

Bachelor of Science: Business Management & Organization **2000**
Central Connecticut State University New Britain, Ct, USA

Associate of Science: Business Management **1989**
Asnuntuck Community College Enfield, CT, USA

Affiliations

Golden Key National Honor Society
Delta Mu Delta National Honor Society