

WILLIAM LARAMORE III

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www.treylaramore.com/career

Summary

Cross-Functional Procurement and Operations leader with over 16 years of experience in the Pharmaceutical, Equipment Manufacturing, and Food Production Industries. Leads by example. Transitions easily between strategic planning and tactical execution. Expertise in Project Management, Data Analysis (including traditional data points, KPI's, and interpretation of complex technical requirements), Tracking, Implementation, and Reporting (both operational and financial). Background includes management and cross-functional roles in Sourcing, Warehousing, Supply Chain/Logistics, Production, Contracting, Accounting, and Sales.

Professional Experience

Express Scripts – CuraScript SD & Accredo Health Inc.

June 2014 – August 2017

Orlando, FL

Procurement Manager

- Responsible for all functional areas of central purchasing team - purchasing product for national distribution network handling specialty pharmaceuticals including but not limited to rare disease, orphan, and ultra-orphan drugs.
- Developed strategic procurement plan and forecasting model to maximize gross margin and maintain positive supplier relationships. These forecasting improvements increased fill-rate resulting in additional sales of over \$23MM in under 7 months' timeframe.
- Review, redline, and approve all supplier contract documents to ensure that they meet the standards to fulfill all procurement and inventory management requirements
- Work closely with Generic Pharma contacts to understand product pipelines, supply concerns, and maintain positive relationships to ensure CuraScript SD's ability to have product under the most favorable terms.
- Understanding of market environment, reacting to intel received from Pharma and Sales in order to better our position in the marketplace with both suppliers and customers.
- Key contact for both Pharma and many cross-functional business areas, both internal and external, including Front End Operations, Back End Fulfillment, Sales, Operations, IT, Business Analytics, and Pharma Account Management.
- Accountable for ordering and maintaining supply of inventory valued in excess of \$4.5 Billion annually
- Work closely with Finance, A/R, A/P, Sales, and IT Departments to ensure proper reporting and other compliance needs are consistently met.
- Ensure departmental compliance with corporate SOP's in order to exceed goals, better service patients, and decrease waste
- Developed department SOP's to ensure proper training and compliance from all direct/indirect reports resulting in measurable compliance increase of 82%
- Authorize and oversee Purchase Orders for all medication and medical supplies within Specialty Distribution division
- \$7.5MM+ in direct cost avoidance by identifying and solving for gap in integration process by organizing a team to correct issues and lead prevention from future occurrence.
- Overhaul of strategy to maximize supplier payment of fees and discounts resulting in \$890k+ per year in additional revenue.
- Improved prompt-pay capture rate from 90% to 99.9% by streamlining interdepartmental process and implementing additional vendor scoring methods to decrease disputes on supplier billing.

Purchasing/Operations Supervisor

- Primary Point of Contact for all Orlando purchasing as well as primary contact for companywide high priority manufacturers which required additional monitoring and reporting.
- Implemented program to track progress for both Sr. Leadership visibility and daily implementation of measures to maintain continued success daily.
- Set department goals and managed ongoing performance using KPI's to exceed corporate expectation in relation to safety, quality, delivery, productivity, cost, inventory, and morale.
- Managed All Orlando procurement and Fulfillment personnel to foster collaborative atmosphere between individual team members, and other departments, to exceed or meet all established benchmarks.
- Oversaw and implemented actions to achieve 83.6% Reduction in excess Inventory
- Implemented process improvements and created department training program in order to ensure internal compliance to processes ensuring increases in Fill Rate and inventory success in scorecard metrics.
- Independently Identified Drug Mapping Issues on Multiple NDC's that would have resulted in incorrect dispenses and communicated with Senior Leadership Team via email/phone/daily meetings to ensure visibility to prevent missed commitments and incorrect dispenses while corrections were being made to fix root problem.

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- Sourced and anticipated demand of multiple products for various Clean-Rooms during period of extreme market shortage – allowing pilot program to stay on track with no issues due to supply
- Ensured the security, viability, and accountability of products and supplies with positive inventory controls
- Operational contact for development, integration, and implementation of new operations management software system
- Oversaw direct/indirect reports consisting of fulfillment pharmacy employees including technicians, leads, packing, support, procurement, inventory control, and shipping/receiving personnel.
- Directed monthly Physical Inventory counts and reconciliation process
- Managed packing, staging, and shipping/receiving departments to ensure timely shipments - reducing missed commitments and errors to patients and various internal customers

W. D. Laramore Manufacturing, Inc.

May 1999 - December 2013

Thomasville, GA

General Office Manager / Project Management

- Responsible for all Operational Control areas of W. D. Laramore Mfg., Inc., including, Production, Logistics, Procurement, HR, IT, Payroll, Accounting (A/R, A/P) and GAAP requirements
- Strong cross-functional understanding of potential concerns, leading to efficient handling of concerns and fewer implementation and project concerns.
- In Depth knowledge of Accounting and Operations software including but not limited to Oracle, SAP, Quickbooks for Manufacturing, MiSys Manufacturing, LMS/WMS Solutions, Microsoft Office Suite
- Oversaw all project management and all areas of production within the company
- Liaison between high priority customers and departments, communicating customer need and establishing deliverables
- Organized and maintained schedules and calendars to accommodate business need within all units
- Responsible for troubleshooting technical and scheduling issues through duration of projects
- Interacted with other departments to ensure timeliness of project deliverables, communicating progress to customer
- Implemented spreadsheet creation and maintenance system to provide data relevant to situational concerns

Proposal / Contracting Manager

- Managed Department; managing contract negotiations, creating quotes, proposals, price plans, and purchase orders
- Managed W. D. Laramore, Mfg., Inc. presence and brand while interacting with customers
- Responsible for high level customer support 24/7/365
- Implemented outgoing shipment quality assurance checks, reducing quality and quantity errors by 25%
- Instituted service follow up surveys in order to assure all customer needs have been met
- Collaborated with customers to develop individualized equipment setup plan
- Monitored job performance, progress, and cost for all pending contracts

Purchasing Manager

- Oversaw all purchasing department activity with multiple direct reports
- Established and Maintained supplier relationships by incorporating new vendors, reducing costs, and streamlining vendors to provide added value.
- Negotiated pricing agreements, terms, and delivery schedules of all incoming parts and supplies while decreasing costs and improving on-time deliveries by 30%
- Negotiated discounts through blanket orders, stocking agreements, part substitution, and increased vendor understanding of final product
- Worked closely with Research and Development by recommending and sourcing solutions to meet/exceed development goals
- Coded billing and authorized all payments to vendors

Supply Chain/Logistics

- Negotiated terms and pricing structure with common freight vendors, increasing discounts from an average of 22% to an average of 76%
- Managed all domestic and international freight requirements from LTL, Truckload, Private Transport, Emergency shipments, Ocean and Air Freight, and Parcel Delivery Services balancing customer delivery requirements with company freight cost targets
- Received, recorded, and tracked all deliverables in MiSys, Quickbooks, and Excel

Please visit www.treylaramore.com/career for additional information.