

# Mandy R. Morrell

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(619) 849-3281 • mmorrell@pointloma.edu

## Education

### **Doctor of Business Administration, Management**

Falls School of Business, Anderson University, Anderson, IN ABD

### **Master of Business Administration: Management, Innovation & Change**

Raj Soin College of Business, Wright State University, Dayton, OH Graduated: August 2008 Magna Cum Laude

### **Bachelor of Arts: Communications, Media**

Cedarville University, Cedarville, OH Graduated: May 2004

## Professional Certifications

Lean Six Sigma Green Belt, VSC Corporation, 2012

Certified Information Systems Security Professional (CISSP), ISC<sup>2</sup>, 2012

MetaStorm Provision Business Modelling, 2009

## Research/Teaching

### **Assistant Professor of Business**

Fermanian School of Business, Point Loma University, San Diego, CA

- Teaching:
  - MGT2012: Principles of Management
  - MGT4075: Sustainability
  - BUS1000: Introduction to Business
  - BUS6050: Operations Excellence
  - BUS6060: Managing in a Changing Environment
- Completing doctoral dissertation on Career Satisfaction of Supply Chain Graduates
- Graduate Committee Member

### **Graduate Research Assistant**

Institute for Business Integrity, Raj Soin College of Business, Wright State University, Dayton, OH 2007-2008

- Researched and developed business ethics cases for National Runner-Up Champion Ethics Bowl Team and provided support to the Professor on preparing instruction materials, setting up online courses, running classes, as well as grading tests and papers.
- Contributed to research and articles publication in journals, such as:  
Petrick, Joseph A., Foster C. Rinefort and Vincent C. Yen (2008). "The Ongoing Challenge and promise of Managing China's Workplace Safety," Global Business and Finance Review, 13(1), 48-59.

### **Teaching Paraprofessional**

Duanesburg Central Schools, Delanson, NY Summers 2002-2003

- Prepared and led classroom activities for summer school students, some of which had special educational needs

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## Employment

### **Sourcing Integration Leader**, General Electric, Schenectady, NY 2016-2018

- Currently working to align global Generator supply chain teams and supply base across commodities with new global acquisition to deliver global supply base efficiencies and cost reductions in 2016
- Engaged teams globally and managed all efforts across new unit and services to coordinate education of product lines and suppliers and opportunities for alignment
- Qualifications underway that will result in significant cost out for both product lines in 2017, to be fully recognized in 2018
- Also, working with engineering to commonize components to result in further cost-out when standardized
- Coach new and junior employees and lead Generator quality and audits team as well as new employee training

### **Supply Chain Leader**, General Electric, Power, Schenectady, NY 2014-2016

- Manage supply chain including forecasting, supplier identification and qualification, pricing, logistics, and inventory for key components of Hydrogen Cooled Generators for Power Plants
- Negotiate agreements with key suppliers of critical flange to flange components, develop the supply base and including dual source options
- In 2015, negotiated \$15M in cost reductions with over 900 favorable POs to last price purchased; delivered 100% of POs OT to customers
- Collaborate with Product Line, Engineering and Life Cycle Center of Excellence to influence product design features to enable GE to source the highest quality components at the best price, cycle and terms in the market place
- Proactively report to business leadership status of negotiations, quoted price vs. targets, cycles, volume commitments, and other metrics related to delivering NPI (New Product Introduction) programs on time and under targeted costs and cycle

### **Sourcing Program Leader**, General Electric, Power & Water, Schenectady, NY 2012-2014

- Strategically sourced multiple desks of steam turbine and generator commodities in support of factory manufacturing from global supply base, driving deflation and cost reduction strategies such as E-Auctions, bundling, qualifications, leveraging across businesses to meet short and long term business goals
- Manage fulfillment and mitigated risk to the customer (Manufacturing) through communication with the supply base to maintain OTD (on time delivery) to customer
- Proactively communicate issues that could impact supply chain and work cross functionally with manufacturing, planners, engineering, logistics, leadership and supply base to guarantee the on time delivery of material
- Drive resolution and communicate decisions to internal stakeholders and suppliers

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- Communicate demands, ensure purchase order and need date alignment from the factories and verify shipment schedules
- Drive process improvement and cost reduction through design changes and qualifications involving the Lifecycle CoE, Supplier Quality, and manufacturing
- Drive the Op rhythm for managed commodities
- Travel to global supply base of vendors to ensure coordination and execution of purchase orders in support of cost reduction, assured quality and OTD
- Regularly pulse supplier lead time and capacity and propose actions / solutions when needed
- Identified and met goals to reduce costs on each PO: reduced cost from 283k to 202k (28%) on Horizontal Joint Hardware, through raw material contracts, e-Auctions and driving strategic supplier competition
- Negotiated 5% Deflation for 2014 when a functionally spec'd sole sourced supplier came to introduce 3.5% Inflation for a 8.5% cost reduction swing and cost savings of \$150k
- As New Product and Technology Introduction lead work to develop new products, evaluate should costs, materials and supplier base to drive lower costs from implementation
- Develop relationships with Suppliers to drive responsiveness in short cycled orders and OTD
- Worked to eliminate sole sourced suppliers in functionally spec'd thrust bearings, actuators and flange assemblies - identifying and sending out RFQs to potential suppliers, also qualified a LCC supplier for valve internals to increase competition
- Worked across the business to develop the most accurate forecast and costing assumptions about future units for accurate handbook pricing
- Coached Women's Network Team, Union College Mentor

## **Contract Analyst**, Benet Laboratories, US Army, Watervliet Arsenal, NY 2010-2012

- Reworked inefficient internal purchasing program through a LSS Green Belt project to reduce steps in approval and supply chain , resulting in efficiency and time saved, resulted in projected \$786k cost reduction over 3 years and enabled a reduction of one FTE for team
- Managed sourcing, purchasing, financing and OTD for launcher producibility and sustainment as well as IT divisions. of research and development lab, ordering specialty machined items, equipment and services, as well as IT parts and services
- Reviewed, negotiated and purchased Service Level Agreements and managed other contracts for IT products and services as well as specialized equipment for lab
- Served as an intermediary between shop, engineers and suppliers to purchase correct equipment under correct contracts and accounts and coordinate OTD
- In addition, worked and received my CISSP certification and became 1st Information Assurance Manager
- for lab, assessing and managed program risk, developed all IT documentation for establishing Defense Research and Engineering Network (DREN) certification and accreditation at Benet Labs; managed change requests, led cross-functional meetings, benchmarked internally and externally to meet all DIACAP standards, leading to certification

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- Developed, maintained, and drove review documentation and process for internal operating procedures, benchmarking internally and externally against multiple standards from different commands
- Strategically managed all IT and IA related projects that touched the DREN and Watervliet Arsenal's Grid
- Provided training and technical advice and assistance on all IA activities, training, to management, IT staff and end users

## **Program/Project Manager, Consultant, US AFMC HQ, Robbins-Gioia, WPAFB, Dayton, OH 2008-2010**

- As an intern, researched and revealed errors and inefficiencies in IT Security structure and billing, worked cross-functionally to reduce costs \$4M initially, resulting in full-time position creation with an additional \$6M saved through 2010
- Managed IT Security budget and contract of \$15M per annum for portfolio of global IT systems (100,000+ users)
- Developed certification and accreditation documentation package, documenting practices, procedures, controls, risk procedures, mitigations and SLAs for portfolio IT systems
- Lead cross-functional IT team of 30 in development and rollout of ERP for Logistics division (370 employees), developed communications and training plans and materials, briefed/trained executives, assisted in planning and development of sites
- Worked cross-functionally to research and document network architecture, create databases, workflows and business process models to produce an accurate collection of documents that are used as a platform for sr. leadership to analyze program cost and make informed decisions
- Proactively worked and favorably closed issues that arose with vendors, technical engineers, management, etc.

## **Skills and Specialties**

Supply Chain Management, Training, Strategic Sourcing, Supply Chain Sustainability, Ethical Supply Chains, Program Management, Project Management, Information Assurance, IT Management, Facilitation, Managerial Finance, Six Sigma, Lean, Strategy, Information Systems Security, DIACAP, Cost Reduction, Leadership, Process Improvement, Change Management, Analysis, System Administration, Project Planning, IT Procurement, SharePoint, Consulting, Visio