

Angela Thurman — Target Role One-Pager

Target industries: Manufacturing • Aerospace/Defense • High-Tech/Electronics • Telecom

Strengths: Complex technical program leadership • Contract lifecycle mastery • Supplier development • Lean/Six Sigma • Cross-functional alignment • Risk & opportunity management • Executive stakeholder engagement

Technical Program Manager (TPM)

Mission: Orchestrate complex, multi-disciplinary programs from concept to launch—delivering scope, schedule, cost, and quality while de-risking execution.

Value I bring

- 10+ years leading cross-functional programs (engineering, supply chain, ops, quality) in regulated, technical domains.
- Proven cadence: gated planning (WBS/CPM), risk registers, KPIs/OKRs, clear governance, and crisp exec reporting.
- Drives continuous improvement (Lean/Six Sigma), accelerating schedules and increasing first-pass yield.

I'm targeting responsibilities

- End-to-end program ownership: charter → launch; integrated master schedule; RAID management.
- Technical change control; design/manufacturing readiness; NPI/NPD stage-gates.
- Supplier/partner coordination; contract milestones; cost/schedule recovery plans.

Business impact I deliver

- Shortened critical paths; improved RTY/FPY; reduced DPPM; on-time PPAP/APQP deliverables.
- Transparent governance that aligns executives, engineering, ops, and finance.

Ideal environments / keywords

- Hardware-centric portfolios; regulated products; APQP/PPAP; DO-178/DO-254/AS9100; ISO 9001; DfX; PLM/ERP/MS Project/Smartsheet/Jira.

Ask for intros

- Directors/VPs of Engineering, Program/Portfolio, Operations, or Product who own complex hardware or mixed HW/SW releases.

Contract Manager

Mission: Protect enterprise value across the contract lifecycle, structuring clear, risk-balanced agreements and ensuring compliant, profitable delivery.

Value I bring

- Full lifecycle: pre-award strategy, RFP/RFQ support, redlining/negotiation, change orders, and close-out.
- Practical risk controls: indemnity/limits of liability, IP/DFARS, confidentiality, service levels, acceptance, and remedies.
- Builds contract playbooks and clause libraries; implements contract database workflows and KPIs.

I'm targeting responsibilities

- Lead negotiations; align legal, finance, and delivery on scope, pricing, milestones, and remedies.
- Manage obligations and performance; handle amendments/renewals; standardize templates and workflows.
- Coach PMs and business owners on commercial risk and change management.

Business impact I deliver

- Reduced cycle times and leakage; stronger protections on scope, IP, warranty, and liabilities; cleaner audits.
- Improved margins through disciplined change control and milestone acceptance criteria.

Ideal environments / keywords

- OEMs, Tier-1/Tier-2 suppliers, complex services/SOWs; FAR/DFARS awareness; ERP/CLM tools; NTE ceilings; service credits/SLAs.

Ask for intros

- GCs/Legal Counsels; Heads of Procurement/Supply Chain; PMO leads seeking stronger commercial discipline.

Supply Chain Manager

Mission: Build resilient, cost-effective supply chains—balancing continuity, quality, and total landed cost with data-driven supplier performance.

Value I bring

- Source-to-contract and source-to-pay expertise; supplier selection, onboarding, and development.
- Data-driven performance management: DPPM/RTY/OTD dashboards, 8D RCCA, and dual-sourcing strategies.
- Inventory optimization and SIOP alignment; mitigates disruption and reduces working capital.

I'm targeting responsibilities

- Category strategy and supplier segmentation; contract terms that support quality/OTD and cost goals.
- APQP/PPAP integration with suppliers; scorecards; recovery plans; VAVE/should-cost efforts.
- Cross-functional S&OP/SIOP; risk mapping; continuity plans.

Business impact I deliver

- Reduced DPPM and lead times; higher OTD; lower COGS and excess/obsolete inventory; improved cash flow.
- Stronger supplier collaboration and faster root-cause closure.

Ideal environments / keywords

- Precision manufacturing, electronics/PCBA, aerospace components; PPV/COGS; MOQ/lead-time; Kanban; EDI; ERP/MRP; dual-source.

Ask for intros

- Heads of Supply Chain/Procurement, Operations, and Quality who need stability, quality, and cost discipline.

How contacts can help

- A 15–20 minute virtual coffee to pressure-test these role outlines.
- Warm introductions to leaders who own program delivery, contracts/commercials, or supply chain performance.
- Feedback on keywords, titles, or target companies to sharpen search alignment.