

ANNIE LI TITUS

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CAREER PROFILE

Results-oriented and versatile **Team Leader** with a strong business and technical acumen. Continuously striving to meet business goals while fostering an environment focused on both team and individual effectiveness and growth. Proven success in project management and data analytics/data science. Quick learner, charismatic, and thorough.

AREAS OF EXPERTISE

- Project and Risk Management (PDCA)
- Root Cause Problem Solving (RCCA)
- Visual Storyboard Teller
- Effective and Energetic Communicator
- Supply Chain/Procurement
- Big Data Analysis
- Information Systems (Tableau, SAP)
- Data analytics/Data Science (R, Python)

PROFESSIONAL EXPERIENCE

LOCKHEED MARTIN AERONAUTIC COMPANY, Fort Worth, TX

2016-PRESENT

Strategic Project Team Lead (2019)

Team leader to the Strategic Project Team within Supplier Quality Organization to conduct, manage, and support Supplier Quality Management and Quality Mission and Systems projects. Projects ranges at the team level to enterprise (cross-functional organizational) level. Strategic framework, process mapping, and tactical and operational plans are created for each project to ensure a successful deployment. Successful change management with each project for effective deployment support

Supplier Performance and Risk Team Lead (2019)

Team Leader to the Supplier Performance and Risk Analysis Supply Chain Team helping to maintain and identify new internal and external predictors relative to supplier's performance and implement the necessary corrective response. Created processes that incentivizes preventative action and process improvement efforts in order to help ensure product performance and contract compliance accountability throughout our supply base.

- Support provided across all LOB ~1700 suppliers; coordination between multiple organizations to achieve business objectives
- Consistently deliver and present on data driven problems and solutions via tactical and strategic plans in executive level briefings
- Facilitate and mentor a team environment fit for collaboration and design thinking

Subcontractor Manager Senior- Buyer (2018)

Joint Strike Fighter Subcontract Buyer for Bleed Air Ducts, and Fluid Control Valves for the Hydraulic Control system

- Responsible for Production and Sustainment efforts worth over \$17 million
- Turned supplier relationship from very combative/difficult to professional and productive. Ratings improved from RED/RED to Green/Yellow in CRX 106, Red Supplier review
- Familiar with Cost Accounting Standards Implementation due to Supplier's implementation for LRIP 12-14
- Successfully negotiated remedies valued at \$2Million

Subcontractor Administrator-Buyer (2016)

Joint Strike Fighter Subcontract Administrator for Hydraulic & Utility Actuation and Wheels & Brakes; Responsible for Production and Sustainment efforts worth over \$68 million.

- Successfully placed and developed multiple types of contracts per subcontract specifications, work statements and Terms and Conditions
- Excellent understanding of SAP, Price Cost Analysis, and documentation within PO folders
- Negotiated and maintained F-35 Production and Sustainment contracts to meet program's affordability target

ISNETWORLD SOFTWARE CORPORATION, Dallas, TX**2009 – 2016**

ISNetworld, is a global company providing an online contractor management database that meets governmental health, safety, and environmental regulations.

Project Specialist (2012 – 2016)

Managed the operational aspects of ongoing projects and serves as a liaison between cross-functional teams

- Responsible for providing business and analytical support to project leads/managers in the implementation of a project lifecycle (objective, budget, schedule, and risk) of capital projects
- Analyze large amounts of data to identify and classify project potential
- Familiar with Critical Path Method, and data mining terminologies
- Provided weekly status reports on ongoing projects

***Account Manager – Dallas, TX (2012 – 2012)**

Provided business expertise to clients regarding procurement/supply chain needs

**Obtained Construction Risk and Insurance Specialist (CRIS) designation and Project Management Professional Certification during this role*

- Maintained strong relationships with over 100+ client accounts
- Responsible for executing and managing RFPs
- Process integration expert to six global services maintaining an average client usage percentage of 80%
- Leveraged best practices from various different projects/procedures

Client Development – Senior Associate, Dallas, TX (2010 - 2012)

Sales liaison between ISNetworld and Petrochemical/Midstream Oil and Gas companies in Texas/Oklahoma region

- Successfully oversee the supply chain process for over 25+ accounts
- Met individual and team performance goals consistently
- Weekly prospected new business using Salesforce

Contractor Operation (Customer Service) Team – Associate, Dallas, TX (2009 -2010)

Call Center Representative

- Dedicated and assisted 4+ hours each day on incoming calls from clients
- Analyzed call stats projects to improve training methods
- Subject matter expert support for Client Development Team over two internal services

Key Equipment Finance, Superior, Colorado**2008 - 2009**

Affiliate to Key Corp; provides business to business equipment financing solutions

Portfolio Management Associate

- Contributed to 30% decrease in neglected client accounts and the reduction of charge-offs by creating and analyzing performance metrics and recommending action
- Analyzed and distributed financial statements utilizing Moody's Financial Analyst system
- Manage and monitor contract portfolio performance for delinquent contracts

EDUCATION / PROFESSIONAL DEVELOPMENT

Master of Data Science and Data Engineering – Syracuse University, Syracuse, New York (Graduating March 2022)

Bachelor in Business Administration – University of Colorado- Boulder, Boulder, Colorado

Project Management Professional (PMP) – Southern Methodist University, Dallas, Texas

Top Secret Clearance Access

Bilingual in Chinese (Cantonese)

CRIS Certified – Construction Risk and Insurance Specialist

Dale Carnegie Training – High Impact Presentation, Leadership Development, and Sales Training