

JEFF WILL

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ADDRESS: 2720 47th Ave SW Seattle, WA 98116

WORK EXPERIENCE

INTELLECTUAL PROPERTY LICENSING SPECIALIST – Boeing – Tukwila, WA

Nov 2019 – Present

- Account executive responsible for sale of Intellectual Property products within assigned territory. Conduct development of intellectual property licensing opportunities consistent with company strategies. Respond to external requests for established license programs. Develop prospective licensees and licensing opportunities and evaluates content for technical value.

SENIOR SUPPLY BASE MANAGER – Boeing – Everett/Seattle, WA

Oct 2018 - Nov 2019

- Led team of three procurement agents in the creation of new supply chain infrastructure in support of Global Services Component Services Business. Team was responsible for release of solicitations, contract award, execution and purchase order release.
- Led supplier/subcontractor business relationships, in-service requirements and performance to contractual obligations and expectations. Managed and monitored supplier quality, delivery and financial performance. Develops and implements supplier base plans to support customer, program and commodity strategies

CONTRACTS PROCUREMENT AGENT – Boeing – Everett/Seattle, WA

Aug 2016 – Oct 2018

- Act as agent of The Boeing Company with the authority to commit to purchase agreements. Lead source selection, lead supplier negotiation, execute contracts, enforce contract terms and administer long term agreements with sole ability to make financial commitments on behalf of the company. To date: led, negotiated and executed over \$500M in purchase agreements including both hardware contracts and technical services. Successful negotiated millions in cost reductions.
- Responsible for drafting, developing and managing all new contracts and contract amendments for an assigned supply chain commodity. Coordinate sourcing of new business and supplier selection.
- Drive supplier performance and cost reduction through contract enforcement, developing a leveraged negotiation strategy as well as maintaining strong business relationship

SENIOR FINANCE ANALYST, SUPPLY CHAIN – Boeing – Everett, WA

June 2013 - Aug 2016

- Conduct cost/price analyses of supplier proposals for the procurement of goods and services. Leads price negotiations of supplier subcontracts. Applies quantitative and statistical methods to correlate, compile and analyze supplier cost and non-cost data. Performs analyses in support of competitive supplier source selections
- Performed business valuation modeling for supplier acquisition.
- Developed and executed supplier financial audit plans including inventory and headcount verification, third party verification of sub-tier spending
- Managed financial reporting of \$1B in annual supply chain procurements

FINANCE ANALYST – Boeing – Everett, WA

May 2007 – June 2013

- Apply statistical methods to forecast airplane costs, develop detailed manufacturing cost models to visualize manufacturing cost drivers and inform business decisions. Develop estimates and business cases from technical requirements
- Developed, test and implement cost models for arbitrating pricing disputes with suppliers.
- Utilize manufacturing cost expertise to develop “should-cost” models

EDUCATION

M.S. – Finance Seattle University – Seattle, WA 2011-2015

B.A. – Economics Washington State University – Pullman, WA 2003-2007