

# LEAH DAVIS

33 Rogers Street #316, Cambridge, MA 02142 • (281) 995-5076 • leahd@mit.edu

---

## EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA

Expected Jun. 2017

**Master of Engineering in Logistics, Supply Chain Management Program**

Awards: MIT Fellowship, MIT Supply Chain Excellence Award

THE PENNSYLVANIA STATE UNIVERSITY, State College, PA

Aug. 2010 – May 2014

**Bachelor of Science in Supply Chain & Information Systems**

Minors: International Business, Spanish

Honors Thesis: *Best Practices in Services Procurement*

Study Abroad: 4.0 in 16 credits executed in Spanish at Universitat Pompeu Fabra (Spring 2013)

Awards: Graduated with Honors (Schreyer Honors College) and Highest Distinction (GPA: 3.95)

---

## EXPERIENCE

BP AMERICA, Houston, TX

**Category Analyst, Marine Global Category Team**

Jan. – May 2016

- Enabled regional implementation of BP's global marine chartering strategy (~\$1.1B annual spend) through market intelligence, savings and efficiency initiatives, sourcing activity and supplier management support
- Coordinated a sourcing project for the time charter of 3 vessels in Australia from approach to market to bid assessment including RFI/RFP package development, evaluation criteria finalization, clarifications and compilation of final results
- Delivered regular market intelligence updates (industry conditions, rate benchmarks, etc.) to regional and technical stakeholders to support informed tenders, negotiations and supplier management
- Authored a category guidance document detailing guidelines for P2P execution against marine contracts globally

**Central Buyer, Procurement Services**

Aug. 2014 – Jan. 2016

- Executed end-to-end purchasing process in SAP from requisition to material receipt including scope definition, RFQ, PO placement, material expediting and invoicing; Regional Lead Buyer for logistics, chemicals and integrity management categories
- Managed activity set of 3-4 offshore buyers in India; developed buyer capability and efficiency through on-the-job coaching
- Chaired and progressed BP's initiative to increase electronic bidding by onboarding 80 suppliers including training and setup
- Selected as a subject matter expert to facilitate BP's global P2P system deployment in Azerbaijan, Georgia & Turkey and the North Sea through virtual trainings, post go-live activity monitoring and 7 weeks total of on-site support in Baku and Aberdeen
- Ordered ~2500 POs totaling ~\$1.2B in spend; identified as a key contributor to improvements in P2P metrics and PO quality

**Intern – Engineering & Project Management Services (EPMS) Global Category Team**

May – Aug. 2013

- Conducted market intelligence on the Subsea EPMS sector to support a category strategy refresh; provided a research summary including major & minor players, relevant M&A/contract activity, Porter's Five Forces Analysis and Kraljic model
- Examined EPMS contracts' commercial model & rate renewal process to identify opportunities for benchmarking, cost reductions and cost-tracking; presented findings and recommendations to Category Lead and VP of Function
- Identified and proposed changes to contract language within the remuneration section of Global Agreements (GAs) to reduce inconsistencies across contracts & potential duplication of charges to BP

**Intern – Gulf of Mexico Procurement & Supply Chain Management Solutions Team**

May – Aug. 2012

- Reduced total supplier management costs through supplier optimization and data quality improvement projects
  - Formalized and implemented a process to identify and block vendors due to low spend and/or transaction count; documented all accountable parties, required actions and notifications
  - Analyzed tailspend (~550 suppliers) by commodity, spend and order frequency; proposed detailed supplier rationalization plan
  - Furthered the region's vendor data migration efforts by converting over 1200 legacy vendor records into compliant format
- 

## ADDITIONAL

- Penn State Varsity Swim Team (Aug. 2010 – Sept. 2011): Dedicated over twenty hours a week to practicing, conditioning and racing for one of the most competitive teams in the Big Ten Conference; left team to pursue internship opportunities
- Languages: Spanish (Intermediate) and Japanese (Beginner); lived abroad in Japan for two years
- Technical: SAP, SRM, Oyster, Tableau, MS OfficeSuite; quick to learn new systems and processes