

Justin Gargas

Associate Director, Procurement - Merck & Co., Inc

Lafayette Hill, PA - Email me on Indeed: [indeed.com/r/Justin-Gargas/c6706f67343dd8b7](https://www.indeed.com/r/Justin-Gargas/c6706f67343dd8b7)

Over 10 years' experience in manufacturing with concentration in business operations, business management, business strategy, project management, and manufacturing operations. Proven successes in negotiation and execution of product divestitures, product supply agreements, and asset dispositions. Over 6 years' experience in management of cross-functional teams. Skilled in establishing and executing major strategic initiatives. Adept in cultivating strong relationships across all organizational levels.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

WORK EXPERIENCE

Associate Director, Procurement

Merck & Co., Inc - 2013 to Present

Lead negotiator and project manager for the execution of product and facility divestiture deals with third parties. Led all deal negotiations, evaluations, and contracting prior to deal agreement. Managed and facilitated a cross functional team to ensure successful transition of the assets to the third party after deal negotiation and agreement. Obtained executive management alignment for negotiation of major deal terms

- Achieved a \$20MM USD payment for a deal including 1) the divestiture of a fully operational US based pharmaceutical facility 2) the divestiture of a global Merck product produced at the facility; 2) a manufacturing supply agreement with the buyer for a global Merck product produced at the facility; 3) the transfer of one-hundred fifteen Merck facility employees to buyer
- Achieved a \$45MM USD payment for a deal involving the divestiture of a portion of a Singapore based pharmaceutical manufacturing facility that included several transitional service agreements, such as utility, disentanglement, and environmental service agreements

Associate Director, Procurement

Merck & Co., Inc - West Point, PA - 2005 to Present

and Whitehouse Station, NJ

Senior Specialist, Strategy & Project Management

Merck & Co., Inc - 2010 to 2013

Participated on a multi-division cross-functional team that created and executed a strategy to achieve \$500MM + USD in operational savings through the evaluation of the manufacturing division's future manufacturing footprint and the elimination of 60+ pharmaceutical manufacturing facilities worldwide

- Evaluated numerous manufacturing sites within the division to determine their future role
- Gained approval from executive management to execute closure of certain sites based on evaluation performed
- Project manager of several cross-functional teams that facilitated the closure of multiple sites in the North America, Latin America, and Asia Pacific Regions to enable execution of the footprint strategy
- Project manager of several cross-functional teams that facilitated the transfer numerous pharmaceutical products out of closing sites in order to enable site closure.

Manufacturing Operations Floor Supervisor

Merck & Co., Inc - 2008 to 2010

Supervised a team of production technicians that manufactured several pharmaceutical products in a solid dosage pharmaceutical manufacturing facility

- Created weekly and daily manufacturing schedules for product work stations
- Achieved a 30% reduction in production cycle time

Manufacturing Operations Engineer

Merck & Co., Inc - 2005 to 2008

Technical expert for commercial production of several solid dosage pharmaceutical products. Executed manufacturing atypical investigations, process trouble shooting, process and cleaning productivity initiatives

EDUCATION

Masters in Business Administration

Villanova University - Villanova, PA

BS in Chemical Engineering

Carnegie Mellon University - Pittsburgh, PA