**Victor McGuire** Procurement | Negotiations | Global Trade

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US Air Force Academy Graduate and Captain in the Air Force. Creative, innovative, and collaborative Procurement and Contracts Manager with 10+ years of Procurement/Contracts experience. US Air Force Procurement background initiating strategic sourcing efforts reducing overall spend categories by 25-40%. Served in various industries including manufacturing, environmental, cyber, construction, consulting, services, and engineering. Music Production Technology Masters Certificate from Berklee College of Music.

**AREAS OF EXPERTISE**

* Procurement & Contracts
* Scrum Master
* Strategic Sourcing
* Profit Maximization
* Export Compliance
* Process Improvement
* Risk Mitigation & Prevention
* Negotiations

**CAREER ACHIEVEMENTS**

* Reduced costs by 40% ($2.25M) to largest spend category via Spend Analysis and Strategic Sourcing Initiative leveraging buying power and selecting competitive pool.
* Pioneered IT solution enabling base-wide procurement transparency supporting the needs of 42,000 on base personnel and families.
* Inspired Cost Contract Analysis Tool development and implementation. Achieved Department-wide recognition in support of internal client optimization goals and needs.
* Increased profit by $5M for a remediation project via internal client relationship buy-in and optimally sourcing and implementing negotiation buy-down strategy.
* Forged company-wide enterprise risk management and procurement spend risk framework in preparation for 100% organic growth.

**PROFESSIONAL EXPERIENCE**

**EXPORT and CONTRACTS** | RIX INDUSTRIES 2018 - Present

Contracts Manager, Enterprise Risk, and Export Compliance for domestic and international business. Supported supply chain from a risk perspective creating flow-downs for vendors and updating standard terms and conditions for the procurement team.

* Increased revenue/ prevented loss by $1.5M through Contracts negotiation, and IP protections.
* Aided spend analysis by category to find most frequent purchases using the 80/20 rule
* Immediately increased revenue on several projects by 25% training estimating best-practices.
* Instituted process improvement and culture shaping dialogue through effective Scrum Master leadership in meetings while strategically positioning Directors and Executives for success.
* Prevented losses of over $3M. Initiated deployment of Corporate Risk Policy leading Directors and Executive Leadership Team in assessing top-down risk appetite with bottom-up feedback.
* Supported Supply chain should-cost efforts, ITAR/EAR compliance, and
* Negotiated NDAs with suppliers protecting IP, design, and preparing team for negotiations.

**CONTRACTS RISK AND SUBCONTRACTS MANAGER** | WESTON SOLUTIONS 2014 - 2017

Supported major contract awards and company procurement strategy, Joint Venture discussions, operating agreements, and contract risk assessments with the Vice President of Enterprise Risk at a $250M+ Revenue/year matrixed environmental consulting company. Worked in the Contracts and Procurement Services Organization in direct support of various PMOs.

* Created strategic sourcing program for company to include basic ordering agreements to allocating buying power to leverage negotiation position for largest spend category of $7M.
* Increased profit by $5M through negotiations. Provided risk assessment to Board of Directors (BOD) in support of large, complex procurement and contract-win strategy of $33M+ deal.
* Served 50+ internal clients supporting their procurement needs. Continuous improvement influencer for procurement and contracts lifecycle management.
* Procurement team lead for large, high-risk procurements upwards of $3 Million each for construction, remediation, electrical, and labor rate emergency response consultants.
* Negotiated buy down worth $5 million net profit through competition and negotiation.
* Provided insights to Executive Team regarding company-wide purchasing system procedures.
* Laboratory strategic sourcing initiator for largest spend category of company worth $7 million/year. Reduced number of suppliers by 50% in a decentralized purchasing environment.

**ADMINISTRATIVE CONTRACTING OFFICER** | DCMA 2012 - 2014

Oversaw $3B contracts workload, audit coordination, and assessment. Presided as Contract Administrator over large complex DoD programs facilitating and leading 18+ person team of onsite personnel. Optimized team’s capability through communication and feedback.

* Envisioned, iteratively designed, and implemented Cost Contract Analysis Tool working with developers and stakeholders at DCMA in collaboration with the DCAA. Optimized workload.
* Leader of cross functional teams balancing needs and skills of each of the members collaboratively and creatively to solve complex issues.
* Prioritized workload to optimize audit function to align workload capability of 33% capacity with highest probability of risk opportunities. Awarded by DCMA Leadership.

**PROCUREMENT OFFICER** | US AIR FORCE 2009 - 2012

Innovated and created Virtual Integrated Contracting Communication Tool via Sharepoint without guidance or request in order to identify, prioritize, monitor, and report on contracting workload.

* Procurement Specialist negotiating and sourcing multi-million-dollar government contracts.
* Increased department’s effectiveness and efficiency from non-existent to 100% by streamlining communication and cross-referencing data to internal and external stakeholders.
* Enabled instant reporting of data and metrics. Developed virtual contracts communication tool.

**EDUCATION, CERTIFICATIONS, & TRAINING**

**MASTERS CERTIFICATE, MUSIC PRODUCTION/TECHNOLOGY** | BERKLEE COLLEGE OF MUSIC

**BACHELOR OF SCIENCE, SYSTEMS ENGINEERING MANAGEMENT** | U.S. AIR FORCE ACADEMY

**CERTIFIED SCRUM MASTER** | SCRUM ALLIANCE

**CERTIFIED SCRUM PRODUCT OWNER** | SCRUM ALLIANCE

**CERTIFIED PROFESSIONAL CONTRACTS MANAGER** |NCMA

**CERTIFIED FEDERAL CONTRACTS MANAGER** |NCMA

**APDP LEVEL II CERTIFIED** |DEFENSE ACQUISITION UNIVERSITY

**INTERNATIONAL AND TRAFFIC AND ARMS & EXPORT ADMINISTRATION REGULATION TRAINED** |DUNLAP-STONE UNIVERSITY & BEAUREA OF INDUSTRY AND SECURITY