**Marc P. Emmons**

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**Senior Leader**

Profile

* Goal oriented and articulate executive with 17+ years of experience managing strategic sourcing plan that identifies new/suitable suppliers, optimize cost structures, and proactively ensures continuity of supply based market or industry trends.
* Proven expertise in evaluating and selecting suppliers based on capability, quality, reliability, and price competitiveness, and ensuring performance by consistently executing an operating plan with clear goals.
* Skilled in analyzing supplier operations to assess technical capability, equipment, and capacity for rapid deployment of new product development and long term production.
* Ability to build and maintain strong relationships with internal stakeholders, understanding needs, and delivering strategic solutions to build quality procurement strategies aligned to business requirements.
* Excellent interpersonal and communication skills, confident and poised in interactions with individuals at all levels readily developing rapport with clients and colleagues.

Core Proficiencies

***Contract Negotiations | Forecasting & Reporting | Budget Management | Vendor Relations***

***Project Management | Process Improvement | Operations Management | Risk Identification***

***Account Management | Executive Team Consulting***

Professional Experience

**Owner Operator – Olympic Wilderness Basecamp | Hoodsport, WA February 2021 – January 2024**

*Spearheaded all facets of the business, overseeing its inception and seamless daily operations.* *Leveraged market trends and data analysis to inform pricing decisions and drive revenue growth and fostered a customer-centric approach to deliver exceptional experiences and drive repeat business.*

* Started and successfully operated a glamping business on the Olympic Peninsula in Washington state.
* Oversaw the development and management of the capital expenditure (capex) budget.
* Developed and maintained the operating budget to ensure financial stability and profitability.
* Created and executed a comprehensive social media presence and effective marketing strategy.
* Cultivated strategic partnerships and leveraged cross-market opportunities for business growth.
* Implemented and evaluated various pricing strategies to optimize revenue generation.

- Monitored and analyzed key metrics, including revenue per available room (RevPAR), to measure performance and make data-driven decisions.

**Director of Operational Excellence – Point to Point Transportation | Seattle, WA January 2017 – February 2021**

*Formulated overarching strategy, managed and facilitated the scaling of the organization's capacity to meet and exceed existing service demands.*

* Completely ***redesigned warehouse operations***, introduced an ***asset management program***, outsourced logistic operations, and implemented ***new shipping software.***
* Designed and executed an ***employee recognition program*** to develop and ensure a consistent company culture.
* ***Coached business unit management teams*** on effectively achieving desired results in order to exceed client expectations.
* Established varies ***companywide policies & procedures*** to help create an environment of associate growth and development.
* Monitored operations of ***vendor management team*** to ensure achievement of desired results in a cost-effective manner.

**SENIOR VENDOR ACCOUNT MANAGER – Microsoft | Redmond, WA September 2012 – August 2016**

*Oversaw around 70 event marketing suppliers with an estimated annual spend of $120M aligning business goals with strategic solutions to drive process improvements, competitive advantage, and bottom-line gains.*

* Orchestrated ***three year sourcing strategy*** to mitigate business risk and improve delivery of services by engaging cross-functional negotiation.
* Evaluated and restructured event shipping process which ***resulted in $240K savings*** within the first 90 days.
* Established a ***new pricing model with a largest supplier*** that brought in significant savings and allowed consistent predictable pricing.

**SENIOR DIRECTOR OF STRATEGIC PROCUREMENT – Hawaiian Airlines I Honolulu, HI January 2008 – June 2012**

*Designed and formed a new internal department to enhance strategic sourcing and spend management.*

* Realized $220M of cost savings and $9.5M of budget savings during 2009.
* Established standard set of financial models, tools, and score cards throughout the procurement process.
* Implemented a system to score existing contracts and identify opportunities for re-negotiation.

**SENIOR DIRECTOR OF TRANSFORMATION – Hawaiian Airlines I Honolulu, HI June 2006 – January 2008**

*Screened and hired an offshore team through selecting vendors to eliminate travel costs, training and maintenance agreements, and consolidated contracts to single source vendor.*

* Achieved an annual saving of $10M by effectively negotiating optimal pricing, master service agreements and statements of work for call center, accounting and IT functions.
* Directed a major communications mapping project that streamlined official and unofficial interdepartmental communications and negotiated outsourcing initiatives with contract value of $50M.

**Director of Enterprise Infrastructure** – **Hawaiian Airlines I Honolulu, HI January 2004 – June 2006**

*Managed operational environment of 225 servers primarily deployed on Dell Blade Server using VMWare with direction over all back office and support operations. Supervised six managers and 37 unionized and non-unionized operations staff. Conducted face-to-face meetings with managerial team and guided critical operational issues. Generated reports for CIO and developed new business cases and presentations of fresh staffing models and system implementations. Controlled $5.5 million operating budget for all IT and support services.*

* Renegotiated collective bargaining agreements with unions to achieve cross-utilization clause that allowed company to complete corporate reorganization, saving $800,000 annually.
* Established baseline for future technology projects and accountability standards for users in form of published service levels by developing and implementing strategic open-source application plans.
* Developed three-year technical roadmap that redesigned entire operation from financial and service offering perspectives; persuaded executives and company to buy into plan and managed its implementation.

Additional Experience:

Director of Engineering, Firstline Communications, Bellevue, WA

Education

**Therapeutic Recreation |** Unity College, Unity, ME

**First Aid / CPR / AED Certification Exp:2026**