

ALIS Z. STEVENS

SUMMARY OF QUALIFICATIONS

- More than 15 years of global experience in supply chain leadership, strategic planning and sourcing, e-business and operations within multiple manufacturing organizations and mining.
 - A dynamic presenter, leader and team builder, able to work collaboratively, to direct and motivate team members, and effectively guide national and international teams to achieve organizational objectives.
 - Strong negotiation, program management and leadership skills.
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CLIFFS NATURAL RESOURCES **Manager, Procurement**

Silver Bay, MN
July 2010-Present

- Led a team of purchasing professionals in the procurement of MRO and process supplies and the contract administration of all services to ensure that all districts of Cliffs Natural Resources, their railroad subsidiaries and the respective Power Houses are aligned with overarching Cliffs' strategy.
- Created and enhanced an effective organizational design, by forming people, processes and tools to successfully respond to the needs of US Iron Ore business unit.
- Initiated a supplier scorecard program to provide goods and service providers with timely, objective and tangible feedback to improve performance in delivery, quality, price, risk mitigation and customer satisfaction.

PACCAR Inc. **Sr. Commodity Manager Cab Trim** **Assistant Director Purchasing, Structures**

Seattle, Washington
Mar. 2006- Mar. 2010

- Led a team of Engineering, Quality, Program Management and Purchasing professionals to develop a sourcing strategy of next generation cab interior, by use of decision matrix tools (TOPSIS), total cost of ownership analysis, and risk analysis. Achieved long term supply base relationship by finalizing Design and Development Agreements (DDA with SoW) and Long Term Contracts. Achieved reduction in piece price and non-recurring expenses by 39% over 5 years against net present value.
- Chartered PACCAR North America, Europe and Australia global castings procurement strategy by exploring opportunities in emerging markets, created a logistics roadmap and ensured progress by tracking key indicators, resulting in 24%-35% savings in landed cost of approximately \$160 million spend.
- Developed, negotiated and implemented forgings and frame rails strategies which resulted in 16% annual cost reduction on \$160 million direct material cost. Supported suppliers' quality groups to reduce defect rates from 1,000 PPM to less than 100 PPM.
- Improved Structures groups results by restructuring the team. Led the team in validating best practices of single source fastener procurement.

**Robert Bosch Corp,
Global Team Leader/Senior Buyer Chassis Systems
Global Lead in Purchasing IT Structures**

South Bend, Indiana
2001-2006

- Directed a team of IT consultants, purchasing professionals, designers and project managers to develop a coherent purchasing IT vision. Led the team to identify process and data requirements for a joint purchasing system, profiled steps to bridge gap between existing tools and expected deliverables.
- Set up Central Purchasing IT structure for Chassis Systems and led the Purchasing IT group consisting of members from Americas, Asia/Pacific and Europe. Implemented global purchasing tools including Material Cost Report (MCR), Total Cost of Ownership (TCO) and Supplier Relationship Management (SRM).
- As Team Leader of Global Plastics and Rubber Commodity Groups, managed \$150 million worth in rubber procurement and \$95 million in plastics purchase. Negotiated global contracts achieving over \$6.7 million cost reduction in piece price.
- Headed Chassis Systems Plastics Purchasing Team (GCT) and successfully sourced from strategic off-shore suppliers in emerging markets worldwide resulting in minimum 20% reduction in landed cost.

**Daimler Trucks North America
Buyer – Chassis, Cab Interior, Fasteners**

Portland, Oregon
1997-2001

- Chartered a task force consisting of Engineering, Purchasing, and Change Control as well as incumbent and potential suppliers to identify groups of parts to be converted from steel to ductile iron. Met target cost for piece price and tooling budget as well as implementation timeline to coincide with the new platform launch.
- Led a task force to develop a supplier evaluation system consisting of corporate-wide multidisciplinary rating. Promoted process to incorporate corrective action and follow-up on improvement.
- Acted as Purchasing Project Lead to bring Coronado from concept to launch. Managed actual piece part and tooling cost to ensure that project met budgetary targets and the timeline.
- Implemented smooth start-up of proprietary product lines, i.e. seats, power grip clamps, alternative fuel tanks and private label products by coordinating project teams consisting of Engineering, Quality, Manufacturing, Marketing and Finance.
- Implemented consigned inventory program to manage fastener logistics in three plants with over 700 trucks per day production. Generated over \$800,000 cash flow and affected approximately 1500 manhour savings in inventory count.

EDUCATION and CERTIFICATIONS

Board of Director
Notre Dame University
Institute of Supply Management
Cliffs Natural Resources
PACCAR Managerial Leadership Program
University of Portland - Portland, Oregon
Bosphorus University - Istanbul, Turkey

Cooperative of Light and Power
Executive Negotiation Certificate
CPSM Certified Professional of Supply Mngmt.
Leading the Business Certification
PIML Graduate
MBA Management
MA in Psych. Counseling

L A N G U A G E S

English	Excellent written and oral skills
German	Excellent written and oral skills
Turkish	Excellent written and oral skills
Armenian	Excellent oral skills, fair written skills
French	Good oral skills, fair written skills