

# CHRIS MURPHY

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## DIRECTOR OF OPERATIONS

GOVERNMENT PRIME CONTRACTING | CPSR AUDIT MANAGEMENT | PROCUREMENT SYSTEM INTEGRATION

**Government and Commercial contracting expert** with track record of drafting policy, developing standard operating procedures, and orchestrating large-scale projects at intersection of public law and procurement. Enable business growth and corporate compliance by instituting robust processes and reporting. Create value for company and clients by optimizing purchasing systems to deliver cost-effective products and services.

**Establish efficient, effective, and reliable global supply chains** in complex environments, including national defense, security, and public safety. Leverage creative problem solving approach to address contingencies, resolve conflict, and meet client needs. Train, develop, and empower business and procurement professionals with 50+ employees promoted to VP and Director-level roles. Bilingual (English / Spanish). Secret Security Clearance (inactive).

### CAREER HIGHLIGHTS

- ⇒ Led ABC Co. through successful CPSR audit and approval by reconstructing purchasing system, policy, and procedures.
- ⇒ Cut XYZ Inc. interest liability 40% and late invoices to less than 0.5% in 12 months, saving millions in taxpayer funds.
- ⇒ Enabled ABC's seamless transition to remote operations during COVID by previously building paperless, virtual systems.

### EXPERTISE

Purchasing & Contract Management	Commercial & Noncommercial Procurement	Global Supply Chain Management
DCAA, FAR & CAS Requirements	Interagency / Cross-functional Collaboration	Acquisition Planning Strategies
Subcontract Administration	Policy, Procedure & System Development	ERP System Optimization
Financial Management	Program & Project Management	Contingency Planning
Risk Mitigation & Management	OEM & Distribution Channel Partnerships	Data Analytics & Metrics

### EXPERIENCE

ABC CO. | New York, NY

Mar 2007 – Present

#### Area Manager / Purchasing Manager — Global Communications and Supply Chain

Direct all purchasing operations, encompassing acquisition planning, market research, PO administration, supplier management, accounts payable interface, and program management training, for ABC Public Sector and ABCNet plus their federal government clients. Lead team of 3 direct reports.

Provide market research and competitive analysis for capture management and business development initiatives involving non-payroll worker consulting and ABC Public Sector opportunities. Develop and prepare financial, subcontract, and property audit responses for federal, state, and corporate audit programs, including state tax, DCAA, and ISO/CMMI.

- **Doubled contracting and procurement capacity while reducing headcount 75%** from 12 to 3 employees by designing process workflow that automated affiliate purchase requisition, PO receiving, and supplier management.
  - Leveraged FAR / CAS-approved financial and purchasing system and ABC system.
  - Reallocated affected employees to other and more advanced internal roles, including government contracting officers.
- **Boosted client satisfaction while enabling organization to capture longer term contracts** by collapsing client support requirements, streamlining procurement administration, and facilitating just-in-time procurement for emergencies.
- **Created one-stop client procurement shop** by leveraging both commercial and noncommercial resources worldwide to effectively and discreetly navigate in markets with no existing U.S. presence or relationships.
- **Positioned organization to seamlessly operate during COVID** by anticipating global supply challenges and building supply chains, developing processes and procedures, and positioning resources to address any potential contingencies.

**XYZ CORPORATION | New York, NY****Jul 2002 – Mar 2007****Financial Analyst / Project Manager — GovWorks (Jul 2003 – Mar 2007)**

Promoted to navigate Department of Interior through processes, procedures, and regulations of newly formed commercial procurement program. Supported Chief of Customer Relations Branch with organizational development, financial reporting, and audit preparation. Provided procurement and finance expertise for programs to build solutions designed to automate GovWorks' procurement, financial, and management functions. Led team of 2 analysts.

- **Streamlined interagency invoice approval process for contractor compensation** by sourcing developer to build virtual invoicing and payment system for real-time approvals. Eliminated late payments and accrued interest.
  - New system revolutionized government business operations after other agencies adopted it.
- **Played key role in developing SAP-based ERP solution** to establish single procurement and financial system – Financial and Business Management System (FBMS) – for all DOI divisions; enabled DOI to consolidate financials.
- **Led organization to successfully pass DoD and GAO audits** by partnering with legal counsel to replace potentially misappropriated funds and establish integrity throughout all operations. Prevented closure of field operations.

**Acquisition Manager — Federal Communications Commission (FCC) (Jul 2002 – Jul 2003)**

Managed acquisition process for FCC headquarters in Washington, D.C. Supported FCC procurement budget administration.

- **Contributed to development** of acquisition procedures and guidelines for FCC administrative staff by analyzing policy.
- **Built budget analysis models** for FCC Office of Managing Director and executing bureaus.
- **Created training program and manual** for FCC Contracting Officer Technical Representatives (COTRs) still used today.

**EARLY CAREER:** 123 CORPORATION — Principal | Senior Pricing Analyst | Small Business Liaison Officer | Contract Administrator | Senior Manager, Government Procurement

**EDUCATION**

College University | New York, NY  
**Bachelor of Arts (BA) in International Studies**

University of College | New York, NNY  
**Procurement and Contracts Management Certification Program**

**AFFILIATIONS**

Vice President of Operations — ABC Resource Group, New York Chapter  
Member — National Contract Management Association (NCMA) | Institute of Supply Management (ISM)

**TECHNICAL INVENTORY**

Microsoft Office Suite | SAP ERP | Deltek Costpoint

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