

JUSTIN B. PRICE

Current Location: Knoxville, TN USA | Direct: (281) 224-7990 | Email: justin.barrett.price@gmail.com
LinkedIn: www.linkedin.com/in/justinbprice

PROFESSIONAL SUMMARY

Supply Chain Leader with Cross-Cultural Background and over **15** years of experience in Major Capital Project Management, Procurement and Strategic Planning. Well versed in the Engineering, Procurement and Construction (EPC) industry in both Energy and Nuclear.

AREAS OF EXPERTISE

Supply Chain Management | Procurement | Supplier Management | Materials Management | Negotiations | Major Capital Projects | Project Management | Project Planning | Cross-Cultural Projects | Strategic Planning | Procurement Strategies | Contract Management | Compliance | International Travel | Leadership

EDUCATION

Clemson University | Clemson, SC
Master of Engineering (M.ENG), Industrial Engineering

Baylor University | Waco, TX
Bachelor of Business Administration (BBA)

AWARDS & PROFESSIONAL DEVELOPMENT

<ul style="list-style-type: none">• Rated as an Exceptional Performer (highest rating possible), 2019 and 2020• Qualified for the Bechtel Million Dollar Club (Cost Savings), 2011 – 2013• Awarded Personal Initiative Excellence, Chevron VRSH Pre-Commercial Project 2008• The Karass Negotiations Course, 2006, 2019• Functional Commercial Awareness Workshop, 2016• GBU Business Development Workshop, 2016	<ul style="list-style-type: none">• Bechtel Supervisory & Leadership Training Program, 2012• Bechtel OG&C Performance Based Leadership Course, 2008• Bechtel Fire Warden, CPR Certified, 2008 – 2017• Completed the 2020 Aramco Houston Half Marathon as a member of the Bechtel Runners Team; successfully raised over \$45,000 for the Texas Children's Hospital
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KEY ACHIEVEMENTS

- Prior leadership experience
 - Led a team of up to 11 procurement professionals with oversight of Field Purchasing activities - Pennsylvania Chemicals Project (Royal Dutch Shell; Project Value: >\$5B+ USD)
 - Led a team of up to 3 procurement professionals with a portion of commercial oversight responsibility on Home Office major agreements - Wheatstone LNG Project (Chevron; Project Value: >\$5B+ USD)
- Negotiated initial savings in excess of \$1M USD on the main rental equipment agreement for the Pennsylvania Chemicals Project (Royal Dutch Shell; Project Value: >\$5B+ USD)
- Successful in value creation in the form of multimillion dollar cost savings on the Wheatstone LNG Project (Chevron; Project Value: >\$5B+ USD) by leveraging multiple agreements across multiple commodities through Standardization

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PROFESSIONAL EXPERIENCE

Bechtel National, Inc.

July 2006 – Present

*Sr. Procurement Specialist, UPF Project (National Nuclear Security Administration (NNSA);
<https://www.bechtel.com/projects/uranium-processing-facility/>), July 2020 – Present
Oak Ridge, TN*

Accepted an assignment with the Nuclear, Security and Environmental (NS&E) Global Business Unit (GBU): reported to Oak Ridge, TN from Houston, TX in July 2020 to support the UPF Project as a member of the Specialty Mechanical Procurement Delivery Team.

Progression of Key UPF Project Initiatives and Objectives:

- Attend Daily PODs (Plan of the Day) both internal to BNI (Bechtel National Inc.) as well as vendor-specific
- Support concurrence meetings with the Trend Team.
- Provide Engineering support on requests for technical input from suppliers.
- Support and provide input to Project Scheduling in the form of S-CATT updates and actively provide current vendor schedules.
- Provide PATS updates for Project Management review
- Field questions from our customer related to schedule and cost

Commercial Support for the UPF Project:

- Charged with commercial oversight on critical scopes of work that require major adjustments in contracting strategy
 - Manage a Cost Reimbursable agreement in excess of **\$30M** USD in value
 - Analyze labor hours and rates with respect to scope of work
 - Perform Cost-Price analyses to ensure fair and reasonable pricing to our customer
- Complete commercial evaluations and work with Engineering counterparts daily
- Develop RFPs in support of rebid efforts to ensure timely support and implementation of supply chain strategy
- Support trip requests to vendor facilities across the Continental U.S. including New Jersey and Oregon.

*Supply Chain Lead, Port Arthur LNG Project (Sempra; Projected Project Value: >\$5B+ USD), Jan 2020 – Jun 2020,
ACE Negotiator, January 2016 – Jun 2020
Houston, TX (Home Office)*

- Provide support on the negotiation of terms and conditions affecting several critical scopes of work
- Support commercial oversight on major multi-million-dollar lump sum agreements in values of up to \$100M
- Work closely with in-house counsel to ensure company interests are considered at the enterprise level

*Supply Chain Team Lead, Energia Costa Azul Phase 1 LNG Project (Sempra; Projected Project Value: >\$1B+ USD), July 2019 –
Jan 2020,
ACE Negotiator, January 2016 – Jun 2020
Houston, TX (Home Office)*

- Supported a critical new work initiative in developing a proposal for a key customer
- Led a fast track effort amid an accelerated schedule and short timeline
- Ensured adequate support from venture partner necessary to conduct a thorough evaluation and quality proposal

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*Supply Chain Team Lead - Field, Pennsylvania Chemicals Project (Royal Dutch Shell; Project Value: >\$5B+ USD; <https://www.bechtel.com/projects/pennsylvania-chemicals/>), August 2017 – July 2019, ACE Negotiator, January 2016 – Jun 2020
Pittsburgh, PA (Field Assignment – Jobsite)*

- Led **11** direct reports over the course of this assignment
- Issued and administered major multi-million-dollar equipment contracts while supporting the Field Procurement Team
 - Successfully negotiated initial savings in excess of **\$1M** USD on the main equipment rental agreement for the entire project
 - Secured reduced rates over the life of the contract with the potential for additional savings to be realized through project completion
- Transitioned into the Field Purchasing Supervisor role upon completion of the equipment rental agreement in excess of **\$15M** USD
- Established strategic commercial methods to ensure optimal project support of construction as efficiently as possible

*Strategic Supply Chain Lead, Pennsylvania Chemicals Project (Royal Dutch Shell; Project Value: >\$5B+ USD; <https://www.bechtel.com/projects/pennsylvania-chemicals/>), January 2016 – July 2017, ACE Negotiator, January 2016 – Jun 2020
Houston, TX (Home Office)*

- Assumed role as Commercial Interface Point and liaison on all NDEU (New Delhi Execution Unit) procurement activity between global execution centers and Client/EPC project teams (Houston based) as well as all procurement activity between tanks business line (TBL) and the project team
- Developed negotiation plans focused on a more holistic view of commercial decisions
- Contributed to identifying critical areas of focus and prioritized workflow based on discussions held with senior management from Bechtel and Shell
- Delegated PPM signatory on all TBL Commercial Bid Evaluations (CBEs) up to **\$1M** USD in value
- Evaluated bid list approvals, review of Request for Quotes (RFQ)s, Commercial Bid Tab reviews, Award Note reviews and reviewed Purchase Orders (PO) to ensure client was adequately informed and satisfied with outcomes

*Purchasing Team Lead, Wheatstone LNG Project (Chevron; Project Value: >\$5B+ USD), July 2013 – December 2015
Houston, TX (Home Office)*

- Led **3** direct reports over the course of this assignment
- Reviewed Commercial Bid Tabs, Purchase Orders, Purchase Order Revisions and Extra Charge Approval Requests (Change Requests) in addition to Buyer and purchasing responsibilities
- Spearheaded commercial oversight of Substation Buildings, Cold Boxes and DomGas Area Equipment

*Senior Purchasing Specialist, Wheatstone LNG Project (Chevron; Project Value: >\$5B+ USD), November 2009 – July 2013
Houston, TX (Home Office)*

- Assigned to support the completion of Pre-Front End Engineering Design (FEED) through progression into FEED and EPIC Phases
- Participated in the delivery of the final detailed FEED Estimate on time and within **1%** of projected cost
- Issued EPC purchase order awards that included Brazed Aluminum Heat Exchangers and Cold Boxes (valued in excess of **\$100M** USD), Substation Buildings (valued in excess of **\$100M** USD), Actuated Valves, Manual Valves, Shell & Tube Exchangers, CO2 Absorber Vessels (valued in excess of **\$25M** USD)

*Strategic Purchasing Specialist, Angola LNG Project, August 2009 – November 2009
Houston, TX (Home Office)*

- Gained experience in EPC Project Administration and closeout activity
- Contributed to the successful reconciliation of challenging and complex commercial matters

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Purchasing Specialist, Exxon PNG LNG Competitive FEED Project, February 2009 – August 2009
Houston, TX (Home Office)

- Sourced and purchased several major equipment packages on a worldwide basis to capture the most accurate numbers for FEED estimate prior to submittal of final Lump Sum Turnkey (LSTK) Proposal for client
- Assigned several key responsibilities related to LSTK Proposal preparation

Purchasing Specialist, Chevron VRSH Project, March 2008 – February 2009
Houston, TX (Home Office)

- Purchased major equipment with a primary focus on Mechanical Requisitions in addition to administering a **\$5M+** Blanket Order of Control Valves
- Effectively negotiated terms and conditions on behalf of Bechtel and Chevron
- Gained knowledge in General and Special Conditions Contract language in addition to the successful implementation of contract flow downs
- Acquired skills in Commercial Writing Techniques and significant supplier communication protocol integral during the bid process and proposal execution phase
- Implemented software enhancements with internal user interfaces with an emphasis on Material Requisition and Purchase Order Folder interfaces

Expediting Specialist, Reliance KGD6 Project (Reliance Industries), March 2007 – March 2008
Mumbai, India (Overseas Assignment)

- Fulfilled expediting responsibilities and managed suppliers primarily for valves (piping and instrumentation), pumps and compressor packages in addition to miscellaneous specialty items
- Daily client interactions while embedded with client teams at Reliance headquarters
- Traveled to multiple areas of India to gain an accurate perspective of supplier capabilities while completing tasks with limited resources

Procurement Associate, Sabine Pass Export Terminal, August 2006 – March 2007
Houston, TX (Home Office)

- Maintained project schedule and material procurement of various packages and orders
- Monitored, observed and discussed schedule and concerns related to schedule
- Implemented methods to expedite orders and/or correct unacceptable levels of slippage
- Negotiated aggressively with suppliers to determine what offer was ultimately the best option in terms of quality and within budget
- Communicated consistently with internal departments and key external stakeholders

The Hartford Financial Group, Inc.

July 2004 – July 2006

Property & Casualty Commercial Underwriter (Commercial Business Policies valued between \$5M to \$15M USD)
San Antonio, TX

- Assigned to a newly developed commercial underwriting program targeting mid-scale operations
- Traveled quarterly throughout the southwestern U.S. (New Mexico, Colorado, Nevada, and Utah) to support new business opportunities
- Adopted a team-based approach to provide optimal support for territory sales representatives in addition to brokers

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SKILLS

Business Acumen, Written Communication, Verbal Communication, Decision-Making, Attention to Detail, Adaptability, Conscientious, Consistent, Competent, Disciplined, Open-Minded

TECHNICAL COMPETENCY

Microsoft Windows, Microsoft Office Suite, MS Word, MS Excel, MS Outlook, MS PowerPoint, MS Access (SQL), MS Outlook, Dreamweaver, Apple OSX, Apple iOS, Google Chrome, Google Android, DSDC Oracle, Microsoft Power BI