



Aristides Villarroel
Project Procurement Sr. Buyer
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Thirty-five (35) years of experience performing Procurement duties within the Oil & Gas and the Petrochemical industries. Project expertise includes Oil & Gas Plants, Ethylene Plants, Electrical Plants, and Offshore Platforms, Refineries, Clorox Soda Plants, MTBE Complexes, Fertilizer Plants, Pipeline Projects and Cryogenic Complexes.

SUMMARY OF QUALIFICATIONS

Project Procurement Manager

Administration/Supervision of the Procurement Processes - PMC Management Team (Reficar - Amec Foster Wheeler / CB&I). Grass Root Project, including more than 21 new process units, modifying 3 process units and including 20 utilities and offsite locations. My primary responsibilities are to oversee and coordinate:

- Procurement.
- Terms of payment.
- Document Regulations.
- Logistics and delivery conditions with final negotiations until the purchase orders are awarded.
- Material management.
- Claims:

Claim Support Specialist team member for the Cartagena Refinery Expansion Project, Colombia owned by Reficar, an Ecopetrol subsidiary. The Claim Team, which I was part, initiated a myriad of claims against the EPC Contractor and I provided the Engineering/Procurement Analyses required for the Time Impact Analyses which served as a tool of apportionment of project delays. I provided detailed timing analysis for the procurement process between the MR issuance to the PO commitment. I described who was responsible for the delay on the critical POs by evaluating the planned and actuals PO durations and dates in each procurement step. Analysed the fabrication and the equipment delivery stages, how the engineering changes and fabrication issues impacted the fabrication process, and the final delivery date of the equipment and other material, as well as identified who was responsible for any delays, in case they occur.

Senior Buyer

On Site Administration/Supervision of the Procurement Process for major Clients:

- To manage the complete bidding process.
- To coordinate the technical performance of the commercial analyses.
- Document regulations.
- Terms of payment.
- Logistics and delivery conditions.
- Final negotiations until the purchase orders are awarded.
- Primarily engaged in Installations/Operations/ Maintenance/Services for Electrical Projects for the



city/state and private industries.

- Directly responsible for purchase of all materials and equipment.
- Negotiate payment terms with vendors to minimize cost.
- Significantly reduced commodity delivery cycle.
- Improve cash management of account receivables to 15 days below company average, reducing annual interest expenses by 80K.
- Perfected my knowledge of the procurement process to include global negotiations.
- Implemented and edited the company's Standard Procedures for Purchasing

Representative Projects:

- Flint Hills Resources.
- Valero Energy Corporation – Aruba. •
- Lyondell Chemical Company. •
- Equistar Chemicals, LP. • •
- Premcor Refining Group, Inc. •
- Sakhalin I Phase 1 Development - Russia. •
- Yanpet Ethylene Plant - Yanbu Petrochemical - Saudi Arabia.
- Fertilizer Plant Project for Pequiven's Petrochemical Complex in Western Venezuela.
- Large MTBE Plant Project for Superoctano's Petrochemical Complex in Eastern Venezuela.
- Snamprogetti/Tecnoconsul.

Purchasing Specialist

Performing Supervisory and Coordination responsibilities for all activities of the Procurement Department, managing 17 professionals for the largest EPC Company in the world:

- Managed the complete bid/award process.
- Pre-qualification of suppliers.
- Issuance of bid requests.
- Managing the complete bid/award process.
- Issuance of purchase orders.
- Negotiations with vendors.
- Securing of bid and coordination of these bids with Houston PGM Materials/Procurement Team.
- Field purchasing for the 3,700-ton deck fabricated for BP Exploration as well for AL Furat project in Houston.
- Worked in Venezuela with domestic suppliers to secure as much local material content as possible in support of the project.

Representative Projects:



- APOLO (Joint venture).
- Fuel Distribution Plant Project - Eastern Venezuela.
- Oxitech/Vepica - Caracas, Venezuela.
- Clorox Soda Plant Project - Pequiven's Petrochemical Complex - Western Venezuela.
- Corpoven's Fuel Distribution Plant Project - Eastern Venezuela.
- Flexicocker Plant - Lagoven's Amuay Refinery - Western Venezuela.

Traffic/Purchasing Agent

While working for a major global EPC Company also involved as Owners of projects/properties:

- All Procurement coordination for the Project.
 - Procurement of raw materials.
 - Executing bid/award process and negotiations with vendors.
 - Purchasing equipment and materials; issued purchase orders.
 - Carried out bid/award process.
 - Import/export control.
 - Collection of material.
 - Fabrication packing/preservation.
 - Shipping; soliciting, negotiating and awarding contracts with Trucking Rail, Air Transport, Freight Forwarders, Packers and Special Couriers.
 - Implemented the project's guidelines for Traffic Procedures.
 - Arranged the booking of all Shipments for all the material including special requirements i.e. heavy-lift cargo, hazardous materials, etc.
 - Completed shipping documentation for import and export.
 - Dispatched deliveries in a timely manner in order to facilitate unloading and forwarding at destination.
 - Directly responsible for the evaluation of Transportation & Packing costs quoted by bidders.
 - All Procurement coordination of the Project.
 - Procurement of raw materials to suppliers through the distribution of the finished product for the end user
 - Perfected my knowledge of the procurement process to include global negotiations.
 - Executing bid/award process and negotiations with vendors.
 - Purchasing equipment and materials; issued purchase orders.
 - Carried out bid/award process.
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- Implemented and edited the company's Standard Procedures for Purchasing, Expediting and Vendor Data Control.
 - Perfected my knowledge of the procurement process to include global negotiations.

Representative Projects:

- Fluor Caribbean, Inc.
- Petrochemical Complex in Eastern Venezuela Caracas, Venezuela.
- Brown & Root, Inc. / Vepica.

Citizen: Permanent Resident



Education:

- Murray State college, Tishomingo, OK
- Associate in Engineering Technology (Metallurgy)

Language:

- English & Spanish