



Gerardo C. Araujo

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SUMMARY

Bilingual & Relocatable Project Procurement/Contracts Manager

Driven, innovative, Project Procurement and Contract Administrator with more than 20 years of experience supporting the execution of major projects in the refinery, Oil & Gas, petrochemical, and construction industries. Analytical strategist skilled in vendor negotiations, process improvements, and contract management. Collaborative communicator continually focused on building relationships and promoting synergy across business lines to ensure timely project completion. Areas of Expertise....

Procurement & Purchasing • Accounts Receivables • Inventory Control • Logistics & Warehousing • Material Preservation • Vendor Pre-Qualification • On/Offshore Installation • Project Management • Contract Negotiation • PO-Subcontracts close outs • Claims management.

EXPERIENCE & CONTRIBUTIONS

FOSTER WHEELER

2010 - 2016

Project Material Manager (2015-2016), Argentina

- Managed field procurement and material management to ensure material delivery to site for project completion.
- Administrated **contract** placement for the material inventory and preservation.
- Prepared the contract package for the transportation for DCU main equipment.

Project Procurement Coordinator (2013-2015), Colombia

- Claims overview to ensure LD's collection where applicable
- Ensured EPC is in compliance with project requirements activities towards Mechanical completion.
- Supervised the purchasing for all material required for Pre-commissioning, commissioning and start up.
- Served as secretary for the Purchasing and **Sub-Contract Company** Committee.
- Supervised contract package for topography services at the job site for the cocker unit.

Project Procurement & Contract Coordinator (2010-2013), Colombia

- PMC for all bid tab that resulted in the generation of 2500 PO's for \$1.9B, ensuring compliance with project owner's requirements. Also supervised contracts related to the cocker unit.
- Coordinated logistics and material shipments to construction sites.
- Ensured fabrication continuity and minimized material arrival delays.

INDEPENDENT CONSULTANT, USA

2009 - 2010

Procurement & Contract Consultant

- Put into place procurement logistics for small and medium capital projects in Venezuelan and American companies.
- Strategized for long lead equipment fabrication and created short bid list for vendors, manufacturers, and mills.
- Developed category strategies, did commercial evaluations, and issued final results and prices.
- Supported stakeholders developing category strategies, conducted commercial evaluations, and issued final results t&c, prices and delivery date. Supported the stakeholder developing category strategies.
- Developed Procurement strategies, plan, procedures, sourcing, reports, and metric (KPI).
- Monitored and reported on Key Performance Indicators and improvement initiatives such as Total Cost of Ownership reduction.

STOCKTON ENGINEERING, USA

2004 - 2009

Senior Procurement Buyer - EXPRO Project (2006-2009)

- Handled the purchasing process for 25 long lead items packages consisting of \$120M.

- Normalized project material list in a manageable file that would produce, for a specific commodity, the potential local (Brazil) manufacturers or distributors to meet Brazilian content requirements.

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- Managed \$20M in purchasing orders for Dubai project, ensuring on-time delivery throughout fabrication process.
- Delivered equipment and materials for the FPSO Fabrication projects in Dubai and in the Gulf of Mexico.

Senior Procurement Buyer - MODEC International (2005-2006)

- Drove procurement of \$120M in large process packages for construction for BHP Billiton Shenzhi.
- Managed contract for freight forwarder to perform logistics mobilizing domestic and international goods.
- Ensured no delays in the delivery of equipment and materials to construction sites.
- Coordinated fast-track procurement of long lead items for FPSO Petrobras Opportunity Project in Singapore.
- Implemented a rigorous procurement process that managed procurement stations from MR receipt to job site.

Senior Procurement Buyer - ALLIANCE Engineering (2004 - 2005)

- Procured 48 long lead items for constructing ConocoPhillips offshore central production facility for the Conoco Offshore Project.
- Delivered all required materials to meet critical construction timelines, including purchasing for FPSO, Mooring System and FSO.

PETROLEOS DE VENEZUELA (PDVSA), Venezuela

1987 - 2003

Procurement Lead - PDVSA (2002-2003), Cabimas, Venezuela

- Maintained optimal stock level of 6000 items required for steady operation of production plants and equipment.
- Ensured on time stock of items for 8 electrical facilities were to ensure continuo operation.
- Discussed material needs with electrical plant operators and optimized efficient processes.

Central Procurement Supervisor - PDVSA (1999-2002), Puerto La Cruz

- Spearheaded major project to implement effective Petrozuata procurement process.
- Centralized purchasing and classification of inventory by material categories.
- Saved \$500K by negotiating big-ticket items with vendors.
- Developed procurement procedures that served as an example for ongoing strategic alliances.

Procurement & Contract Project Phase III Manager, PDVSA (1998-1999), Puerto La Cruz

- Organized fabrication and transportation of 45 equipment packages required to expand production from 105K to 120K barrels/day
- Saved \$300K by maximizing Venezuelan content on purchases.
- Generated \$32M in purchases to support 25 base projects, materials for plant tune-ups, and bottleneck removal.
- Designed and implemented a material tracking system for base project's Procurement VEHOP Project Material and Contracts Manager.

PDVSA (1997-1998), Cabimas, Venezuela

- Purchased 60 long lead items needed to construct a major crude oil station and field facilities.
- Coordinated timely field material delivery and implemented shipping and preservation procedures.
- Negotiated new contracts for project material, saving \$500K.

Commissary Superintendent (1995-1997)

Procurement Supervisor (1993-1995)

Procurement Coordinator (1987-1993)

Expediting Supervisor (1984 -1987)

Purchasing Supervisor (1981-1984)

EDUCATION

UNIVERSITY of NEW BRUNSWICK, Fredericton, Canada

1981

Bachelor, Electrical Engineering