

## Michael Whitesides

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### Education

ROLLINS COLLEGE, Winter Park, Florida

Crummer Graduate School of Business

**MBA**, April 1999, Concentration in Finance and International Business; GPA 3.63

Activities: An active member in the MBA Association and SIFE.

CENTRAL WASHINGTON UNIVERSITY, Ellensburg, Washington

**BA**, Japanese Foreign Language Studies, Minor, History, August 1997; GPA 3.82

Honors: Graduated with magna cum laude honors.

Japanese Ministry of Education (Mombusho) Scholarship recipient.

Activities: One-year exchange student at Shimane University, Matsue, Japan.

Active member of Phi Alpha Theta honors society.

### Experience

INTEL CORPORATION, Chandler, Arizona

**Account Manager**, January 2005– August 2006

- Developed and implemented an account management strategy to align divergent product requirements to meet corporate objectives enabling successful product deployments in four separate geographies.
- Drove supply chain health improvements by implementing programs to reduce spare parts failures, improve manufacturing quality, and proactively manage parts obsolescence.
- Closed complex contract negotiations to enable IP sharing in focused areas to enable co-development of next generation metrology capabilities while reducing cost of ownership.

INTEL CORPORATION, Chandler, Arizona

**Commodity Manager**, December 2001– 2004 December

- Led multiple capital equipment sourcing teams to define internal requirements, identify potential sourcing options, develop selection criterion, negotiate contract terms and conditions, and ultimately select the best option to meet our aggressive requirements.
- Drove significant improvements to supplier performance such as spares and equipment on-time delivery rates, product reliability, sustaining support performance, and reductions in safety incidents by working closely with key supplier and sub supplier personnel to identify and close performance gaps.
- Negotiated significant savings on capital equipment and services despite significant environmental pressures to increase pricing while maintaining positive working relationships.
- Developed and implemented an objective methodology for proactively identifying supplier performance issues. Proliferated the tool to a wide audience ultimately enabling Intel to drive measurable improvements to our supply base performance.

INTEL CORPORATION, Chandler, Arizona

**Risk Prevention Manager**, June 1999 – December 2001

- Co-led the creation, adaptation, and proliferation of risk mitigation tools for US and international Fab, Assembly & Test, Systems Manufacturing, Corporate Commodity groups and Site Purchasing organizations that enable organizations to identify and mitigate business risks.
- Facilitated communication and BKM sharing between Fab, Assembly Test, Systems, and Site Purchasing organizations for efficiently closing self identified business risks.

COCA-COLA (JAPAN) COMPANY, LIMITED, Tokyo, Japan

**Financial Services Intern**, June 1998 - September 1998

- Collaborated with finance and marketing managers to create an efficient budget monitoring system.
- Designed and implemented an automated data collection process to expedite the financial analysis process.

### Languages

Fluent in Japanese.

### Computer

Proficient with MS Office 2007 software including Word, Excel, Access, FrontPage, and PowerPoint. Familiarity with purchasing systems such as SAP.