

# Lloyd Eden KEAYS

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## Work Experience

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<p>2007 – Now <b>Quadrem (Ariba),</b> Amsterdam, NL</p>	<p><b>EMEA Solutions Engineer for eSourcing, eProcurement and P2P</b></p> <ul style="list-style-type: none"><li>• Sourcing Strategy &amp; Contract Compliance</li><li>• eProcurement, Catalogue and Supply Chain Integration</li><li>• Internal training, communication and support</li></ul>
<p><b>Role:</b></p> <ol style="list-style-type: none"><li>1. Design, plan, price and document solutions for Sourcing-to-Invoice for global clients and prospects.</li><li>2. Global Project Management for Implementation, Testing, User Training, of eProcurement system (SAP)</li><li>3. Provide internal knowledge sharing, best practice and methodology across the company (11 countries)</li></ol> <p><b>Experience:</b></p> <p>Some of the projects I work on include the design of a sourcing-catalogue solution for Dell, acting as the interim global project manager for a Swiss Fragrance manufacturer for the roll out of SAP technology across the world and delivering a series of market research for near-shoring in Eastern Europe. I also provide spend intelligence analysis for sourcing and procurement strategies as well as coaching colleagues into sourcing roles.</p> <p>My core role is to identify sourcing and procurement behaviour that could benefit from process change and technology. At Quadrem, this includes a global approach to spend management based on achieving user acceptance and benefits as effectively as possible.</p> <p>I was originally hired at Quadrem as Sourcing Manager for Europe – overseeing the solutions around RFX publications, Reverse Auction Strategies and Supplier Analysis.</p>	
<p>2001– 2006 <b>Eutilia</b> Leiden, NL</p>	<p><b>Manager Sourcing Services</b></p> <ul style="list-style-type: none"><li>• Reverse Auction and RFX Strategist</li><li>• Business requirement designs and solution implementation.</li></ul>
<p><b>Role:</b></p> <ul style="list-style-type: none"><li>• Strategy definition, consulting and supervision of sourcing events</li><li>• Reverse Auction Strategy Consulting</li><li>• User training policy design and best practice implementations</li><li>• Technology development specification, testing and deployment</li></ul> <p><b>Experience</b></p> <p>Eutilia was the sourcing marketplace for the European Utilities. My activities as sourcing manager were focused on France and Belgium supporting clients such as EDF, SUEZ and the SNCF for their eSourcing initiatives. At EDF for example, I provided several consulting and trainings on Reverse Auction Strategy. I also trained most of their buyers onto eSourcing and supervised a team providing similar services to other clients.</p> <p>I also supervise the roll-back of the technology and content to the clients during the end phase of Eutilia.</p>	
<p>1998 – 2001 <b>Alis Technologies,</b> <b>Teleglobe, Alpnet</b> Montréal, Canada</p>	<p><b>Web Development</b></p> <ul style="list-style-type: none"><li>• Web design and management</li><li>• Ergonomic testing and interface analysis</li><li>• Client management</li></ul>
<p><b>Experience</b></p> <p>I worked as a web producer and web interface analysis in the context of multilingual web deployment.</p>	

## Education

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- 2008 **SAP – SRM Deployment** (SAP Education, Johannesburg, South Africa)
- 2001-2003 **Dutch Language** (Public University, Rotterdam – NT2 – University level )
- 1998 **Master of Arts** (Laval University, Québec, Canada – Demographics)
- 1995, 1998 **German Language** (University of Vienna – German)
- 1995 **Bachelor of Arts** (Laval University, Québec, Canada – Humanities)

## Others

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- **Languages:**
  - Fluent: French, English (dual mother tongues), Dutch
  - Basic: German
- **Nationalities:**
  - Dutch
  - Canadian
- **Hobby's:**
  - Tango Argentino,
  - Web Design,
  - Trekking
- **Technology:**
  - **eSourcing:** Sourcing-to-Contract tools, Online Auctions, Data Fusion (Spend Intelligence), Data Classification
  - **eProcurement:** SAP, Supplier Connectivity (with different ERP systems), EDI, OCI, XML, Catalogue Management, PO to Invoice automation, Master Data Management and Cleansing
  - **Web:** Html, Flash, PHP (basics), SQL (Basics), Joomla, Druppal, Web demo/training creation including content writing and scripting, webcasts, application design
  - **Multimedia:** Adobe suites (Photoshop, Illustrator, inDesign & Premiere), video edition and production, sound editing, flash video
- **Voluntary Work:**
  - **Web Design:** Website and applications for non profit organisations (amateur theatre productions, sport tournaments, insect museum, tango group)
  - **Multimedia:** various photo and video support and productions
  - **Organizational help:** responsible for the planning and building of a pan-European network of volunteers for the upcoming EuroGames 2011 in Rotterdam (more than 6000 athletes expected).