Veronica Brown, MBA, IACCM

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Senior Level Supply Chain Executive

Senior global procurement leader with a proven record of shaping and executing category strategies that elevate supply chain performance, optimize cost, and advance procurement maturity. Known for building high-performing organizations, fostering deep business partnerships, and guiding cross-functional leaders through complex sourcing and transformation initiatives. Extensive experience managing large-scale global spend, steering logistics and indirect categories, and embedding best-in-class procurement processes, tools, and capabilities across multinational operations. Adept at benchmarking external market insights, navigating senior stakeholder environments, and leading teams that deliver world-class results in dynamic, global settings.

Procurement | Contract Negotiation | Strategic Sourcing | Inventory Standardization | Logistics
Category Management | Process Improvements | Team Leadership | Cross-Functional Collaboration
Languages - English, Spanish, Portuguese

CAREER EXPERIENCE

U.S Silica Company, Houston, TX
VP of Purchasing **May 2023 - November 2025**

Designed and executed an enterprise-wide procurement strategy across 29 operational sites and corporate functions. Oversaw Corporate Procurement Card and Travel & Expense programs ensuring compliance and financial control, managing $600M in annual spend across multiple business units.

- Negotiated a major West Texas mining contract, delivering $5M in annual savings and transitioned a West Coast operation to third-party mining services, reducing costs by $1M annually.
- Developed and implemented an HME Total Cost of Ownership framework, achieving $5M in cost avoidance and $1.8M in asset sale value.
- Expanded GPO utilization, generating 10% savings across a $7M MRO category.
- Built strategic procurement capability by hiring a Sr. Category Manager and deploying Category Management and Strategic Sourcing methodologies.
- Directed the evaluation and selection of a Source-to-Pay (S2P) solution, supporting digital transformation and process standardization.
- Responsible for negotiating Utility contracts for non-regulated plants, averaging $300K per month per plant.
- Developed natural gas hedging strategy for 3 west coast locations, resulting on being able to sell natural gas during winter storms at a significant higher price making up to $200K per event.
- Conducted Strategic Sourcing events and Contract Negotiations for IT and HR.

Director of Purchasing **September 2021 - May 2023**

Led procurement for Sandbox Logistics in the Oil & Gas business unit.

- Renegotiated lease agreements, aligning terms with demand fluctuations to reduce costs.
- Executed rental vs. lease strategies to minimize idle equipment costs and enhance utilization.
- Supported strategic sourcing for capital projects within the Industrial & Special Products division, improving cost efficiency.

Vero Brown Consulting Services LLC, Houston, TX
Principal **June 2020 - September 2021**

Supported clients including KPMG/QMax Solutions, Baramin, Latam Chemicals LLC, and CHEMCAR LLC.

- Managed post-bankruptcy asset relocation from the U.S. to Latin America and negotiated supplier payments in Mexico and Colombia.

QMax, Houston, TX
VP Of Supply Chain **April 2015 - June 2020**
Planned and executed supply chain strategies and a Supplier Quality Assurance Program aligned with corporate business priorities.

- Managed approximately $200MM in spend and optimized overseas deliveries by centralizing operations.
- Established performance objectives for direct reports aligned with overall supply chain goals.
- Provided feedback for AX Implementation across the U.S., Canada, and Mexico.
- Developed and implemented Procurement, Category Management, Inventory & Demand Management processes & policies.
- Negotiated global agreement with Freight Forwarders and held quarterly performance reviews.

BP, Houston, TX
Fluids Category Manager (Global Wells) **June 2014 - April 2015**
Oversaw a global spend of $700MM across multiple categories.

- Developed and implemented the Global Fluids Category Strategy (GCS) and Category Management Plan.
- Standardized downhole cementing equipment, optimizing inventory levels and achieving $4MM in savings.
- Introduced process improvements that reduced procurement cycle times by 20% and increased spend visibility.
- Negotiated complex settlements with vessel owners to expedite demobilization and asset redeployment during BP spill cleanup efforts.

ADDITIONAL RELEVANT EXPERIENCE

Fluids & Cementing Supply Chain Team Lead (Gulf of Mexico), BP, Houston, TX
Vessels Team Lead / Vessel Demob Program Manager, BP, Houston, TX
Sr. Category Specialist (Subsurface & Wells), BP, Houston, TX
Sr. Procurement Center Manager, Halliburton, Houston, TX
Latin America Supply Chain Manager, Halliburton, Houston, TX
Latin America Procurement & Inventory Functional Expert, Halliburton, Houston, TX
Procurement Supervisor, Halliburton, Villahermosa, Mexico

CERTIFICATIONS

International Association of Commercial Contract Management (IACCM)

EDUCATION

Master of Business Administration (MBA), Supply Chain, Bellevue University, Belleview, NE
Bachelor of Business Administration (BBA), Universidad Nuevo Mundo, Mexico City, Mexico