

JULIE MORGAN

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QUALIFICATIONS

Dynamic business leader with over 20 years of expertise in Finance, Procurement, Audit, Management, and Real Estate. Proven track record in spearheading operations and strategic negotiations that influence high-level decision-makers. Successfully led teams of over 50+ employees, driving productivity and fostering a culture of collaboration and innovation. Instrumental in executing organizational change, enhancing stakeholder engagement, and optimizing operational efficiency across diverse groups. Proficient in Microsoft Office suite.

CORE COMPETENCIES

- Self-motivated
- Change Management
- Problem Solving/Critical Thinking
- Effective Communication
- Leadership
- Collaboration/Teamwork
- Time Management
- Integrity
- Commitment to excellence

PROFESSIONAL EXPERIENCE

Commonwealth of Virginia

Procurement Project Manager – Contractor/Remote (2023 - 2024)

- Project Manager for a state-wide Procurement Transformation Program, managing \$12B across 200+ agencies to enhance procurement efficiency.
- Managed multiple projects from start to finish, reporting to the Chief Procurement Officer, ensuring alignment with strategic objectives.
- Negotiated directly with suppliers to secure competitive pricing, leading to significant cost savings and improved supplier relationships.
- Enhanced procurement operations and agency collaboration, which were instrumental in transforming procurement practices across multiple state agencies.

Berkshire Hathaway Home Services NJ Properties

Licensed Real Estate Sales Agent – Basking Ridge, NJ (2019 - 2023)

- Assist clients on the purchase and sale of residential property in New Jersey.
- Analyze real estate market conditions, trends, and activities.
- Proficient in contract drafting, negotiations, marketing, and sales.
- Excellent interpersonal skills, which enable me to cultivate and maintain strong relationships with clients, real estate attorneys, mortgage lenders, title companies, appraisers, and home inspectors.
- Received 2022 Rising Star award and earned many five-star reviews from clients.

Verizon Communications

Network Contracts & Compliance Manager – Basking Ridge, NJ (2013 - 2018)

- Served as the primary point of contact between the Wireless Network Headquarters and the field teams for comprehensive contract review and approval.
- Provided support, guidance, and training on corporate policy to ensure that all vendor contracts are within budget, reflect cost savings, and are approved by the appropriate unit leader.

- Recruited by IT to assist in the design and implementation of User Acceptance Testing for enhancements to the Network contract routing process.
- Led the project to move the manual contract approval process to a more efficient, user-friendly online format.
- Regularly worked with multiple diverse groups including, Legal, Sourcing, and Finance, among others.
- Managed, developed, and encouraged a team of three analysts.

Sarbanes Oxley Audit Manager – Wilmington, NC (2011-2013)

- Coordinated business control assessments/testing for Sarbanes Oxley and for the entire Financial Services organization.
- Monitored adherence to the remediation process and assured that the critical stakeholders were kept informed.
- Managed team of analysts located throughout the country.
- Presented quarterly audit results to the Senior Vice President of Finance.
- Successfully transitioned audit responsibilities from North Carolina to Florida.

Budget & Reporting Supervisor – Wilmington, NC (2008-2011)

- Managed \$250M budget for the Northeast Area Financial Services Organization.
- Provided Headcount and Professional Services oversight that led to the Northeast becoming the most cost-efficient in the company.
- Headed a team of analysts responsible for budget preparations, month-end close processes, and headcount reporting.
- Presented monthly results to the Director and Vice President.

Manager Financial Services – Wilmington, NC (2006-2008)

- Oversaw three teams, consisting of eight supervisors and 80+ representatives/analysts for the following Northeast departments: Employee Accounts, Refunds, and In-house Collections.
- Responsibilities included, but were not limited to, auditing, coaching and feedback, disciplinary issues, phone statistics reporting, quarterly performance evaluations, and staffing decisions.
- Created universal performance appraisal process for all in-house Collection teams.
- Managed contracts and commissions for outside collection agencies that worked 120+ days delinquent accounts.
- Led and completed the first bad debt sale with Pinnacle Financial that brought in \$1.3M in revenue.

Credit Order Operations Supervisor – Orangeburg, NY, Wilmington, NC (2001-2006)

- Led a team of 15+ Credit Order Operations representatives, which included the following responsibilities: interviewing, hiring, HR concerns, training, and performance appraisals.
- Handled credit rating related Sales and customer escalations.
- Collaborated with credit bureaus Transunion, Equifax, Experian, and Dun & Bradstreet.
- Ran the hiring and training effort for 200+ Credit representatives when the department moved from New York to North Carolina in 2004.

EDUCATION

Bachelor of Business Administration, Ramapo College, Mahwah, NJ

VOLUNTEER/COMMUNITY INVOLVEMENT

Guided the Basking Ridge Berkshire Hathaway annual fundraising efforts for the Sunshine Kids Organization.