

# NAPM-NM Newsletter

Volume 3, Issue 3

## Seeking Answers: Am I a Supply Chain Professional?

By Gil E. Morales

Life is a continuous quest to figure out who we are and what our purpose is. Accordingly, this does not change when it comes to the concept and application of supply chain management. Newly moving to a financial/project management position from procurement, I have been compelled to ask myself "am I still part of the supply chain"? Should I be part of NAPM? I highly encourage you to ask the same about yourself and your colleagues...you might be surprised.

As much as I would have liked a sign from a higher power like a message written in toast or a message appearing in my Alphabets cereal, I soon realized that I would have to uncover this knowledge myself. As a self-learner seeking knowledge I sought out for a good source of knowledge to help me answer these perplexing questions of mine. Consequently, I sought out the gurus at NAPM as well as conducted independent research. What I found was that many, as I

erroneously did in the past, believed supply chain simply involved procurement and logistics. However, times have changed with the competitive business demands of today, therefore making this train of thought uninformed and dangerous to the vitality of one's professional success.

Got your attention? Well, if you are someone seeking the truth as I am, I can honestly say that financial support professionals, including ac-

Continued on page 2

### In This Issue:

- SEEKING ANSWERS
- RESUME TIPS
- NAPM-NM SPRING SEMINAR
- UPCOMING EVENTS
- WINE REVIEW



Gil E. Morales,  
NAPM-NM

## Resume Tips: Five Ways to Grab Employer's Attention

By Deborah Walker, Career Coach



With today's level of competition for good jobs your resume has got only one chance to make a great first impression. To be considered for interviews your resume must have that special something that grabs the reader's attention and motivates them to call you. Here are five strategies for transforming a blah document into a WOW resume that will get employers calling you.

### 1. Keep your focus clear and to the point.

The first thing potential employers need to know is what you do and the position you are interested in. In the past job seekers have used an objective statement at

the top of their resume to indicate their employment interest. With the lightning speed scanning approach that recruiters take in viewing resumes, a wordy, vague objective statement taking up three or more lines of text just doesn't get the job done. In most cases they don't get read.

Instead, write a short, direct professional summary that clearly illustrates your career focus.

Your statement should include your profession, how long you've done it and your particular areas of expertise. Something to the effect of:

Senior purchasing professions with 10 years' procurement expertise in: strategic sourcing, contract negotiation, financial analysis, strategic planning, leadership, contract law and process improvement.

Remember, your resume is not an historical tell-all. To keep your focus clear make sure that everything following in your resume relates to your focus. Leave off extraneous details.

### 2. Stuff your resume with key words.

The more key words you use the more frequently

your resume will show up in online searches like LinkedIn, The Ladders and CareerBuilder, etc.. Additionally, employer resume data bases also use key words to query for qualifying candidates. Without appropriate key words your resume will be electronically ignored. Without key words, your resume is being shot off into a black void each time you submit it.

A good way to make sure your resume is full of key words is to check it against job postings. Use as many of the key words found in the responsibilities and qualifications sections of job postings. As much as you can, match up your terminology with what you find in job postings.

### 3. Keep your resume reader-friendly.

Nothing gets ignored like a resume full of lengthy blocks of text. No one has time to read through that much information. Resume screeners need to be able to absorb your information quickly. Leave out extraneous details so that key facts show up easily. Separate blocks of text into smaller easy-to-digest snippets of information. Use white space to separate

Continued on page 3

Okay, so last month I submitted an article about the benefits of networking as evidenced by my own success. Need more proof? This is a serendipitous follow-up to that article.

It was a small but highly attentive group that attended NAPM-NM's February meeting at MCM Elegante. Officially, the topic for the evening was "Advanced Job Hunting Skills and Techniques That Work." The presentation from Stacy Sacco was certainly that and much more, and it was anything but what we expected. Instead of the usual tips you might find in any of a shelf-full of books at a bookstore or library, we heard the fascinating story of a man who has mastered the art of collecting names and numbers, understanding not only how to connect all those dots, but how to connect them to people he hasn't even met yet.

Bottom line, the attendees came away with a whole new perspective on what it takes to be successful in today's job-hunting climate, not to mention handouts full of useful tips, not the least of which was Stacy's own website: [www.sasacco.com](http://www.sasacco.com). Check it out. Even if you are not in the market for a new job right now,

you can't help but pick up some great information for when you are.

As stated in his bio, Mr. Sacco devotes his personal time to helping others find jobs and supporting business development by publishing several free directories, job lists and links to job hunting resources. It just so happens that one of the people at the meeting that night was my wife, who was in the market for a part-time job. Thanks to this new personal connection, within a few days a job was had and all was well. I can't help but be a Stacy Sacco fan. . . not to mention NAPM-NM!

**Stacy's Bio:**

Stacy has over 25 years experience in sales and marketing management and recently joined WESST as a Business Consultant/Trainer to head up their Rio Rancho Regional Office [www.wesst.org](http://www.wesst.org). Stacy also teaches sales, marketing and corporate strategy as an Adjunct Professor at UNM Anderson School of Management and Webster University's MBA Program, and is a regular guest columnist in the New Mexico Business Weekly. Having been laid off three times since moving back to New Mexico ten years ago, Stacy devotes is personal time to helping others find jobs and support local economic development by publishing several free directories, job lists

and links to job hunting resources on his website at [www.sasacco.com](http://www.sasacco.com). He also hosts the annual New Mexico MARCOM Mixer that brings together more than 350 members of the 12 key marketing associations statewide.

Stacy was designated as a Power Broker by the New Mexico Business Weekly the past two years and he serves on several boards including previously founding the Orange County chapter of the American Marketing Association and President of the New Mexico chapter. Stacy holds a MBA from Pepperdine University and a Bachelor's Degree in Marketing from the University of Arizona. Stacy also performed for two years with the international, educational organization, Up With People.



Stacy Sacco

**Upcoming Events & Seminars**



**May 20, 2010 : Spring Seminar: Negotiating for Success**  
**Location:** ASRT  
 15000 Central Ave SE  
 ABQ, NM 87123  
**Time:** 7:30am to 5pm  
**Speaker:** Peter Khoury  
 Ovson Communications

**Links: Here are some helpful sites!**

[NAPM-NM](#)  
[ISM](#)



[PASBA](#)

[NCMAHQ](#)

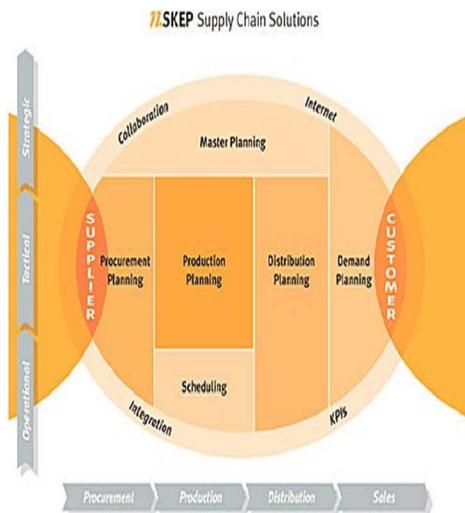
[CABO Business](#)

[ABO Journal](#)



**Continued from pg 1 - Seeking Answers**

countants are well ingrained in the supply chain. Oh, so you're still a skeptic?...I get it, so was I. Ok non-believer, let's analyze what the supply chain is. Supply chain according to Anna Nagurney author of "Supply Chain Network Economics: Dynamics of Prices, Flows and Profits", writes that a supply chain is "a system of organizations, people, technology, activities, information and resources involved in moving a product or service from supplier to customer." The first time I read that I thought "hmm....clearly procurement and logistics cannot complete the aforementioned task alone." And \*poof\* that's when the epiphany hit me...I really am a part of the supply chain!



Dynasy a leading European provider of Demand & Supply Chain Planning solutions shows the supply chain as follows:

When analyzing this chart one can see that yes, procurement is part of the supply chain. However, what surprised me to see was how much Master Planning was integrated into the process. As a financial analyst I am frequently involved in the project management side of the business. According to Morgan Henrie PhD, PMP, "there are direct parallelisms between supply chain

Continued from page 1—Resume Tips

rate bullet points so that each stand out. Be sure that your font size is readable: nothing smaller than 11 point.

**4. Include plenty of accomplishments.**

If you want to stand out from the crowd you must include accomplishments throughout your resume. Write accomplishments that show how you solve universal problems such as saving time, cutting costs, improving performance and increasing customer satisfaction. Your accomplishments should stand out on your resume in bullets separate from your responsibilities. Don't make the common mistake of combining responsibilities and ac-

complishments in a long list of bullets. List your responsibilities in a small block of text and your accomplishments in bullet form following.

**5. Get your best information on page one.**

It's true, if you can't grab their attention on page one they won't stick it out to find out the wonderful things you've got on page two or three. This presents a problem for those who experienced their most productive work five or more years back. The solution is to use the hybrid resume format that allows you to create a highlight of accomplishments section at the top of page one of your resume. This area of your resume is reserved for the best examples of your work. The accomplishments you include should illustrate the key transferable skills

Meet Our Board at the [www.napm-nm.org](http://www.napm-nm.org) site (Board Members vide). We will feature each board member in upcoming issues.

needed for the position you are interested in.

Don't delay in implementing these resume changes. Employers are waiting for you with opportunities for a better career and a better life.

Deborah Walker, Career Coach  
[Deb@AlphaAdvantage.com](mailto:Deb@AlphaAdvantage.com)  
 360-260-4965  
[www.AlphaAdvantage.com](http://www.AlphaAdvantage.com)



**Wine Review**

by Debra Leitka



Where do you go locally to try new wines? Which restaurants cater to the oenophiles of Albuquerque?

Here are some of my favorites (not all encompassing in case I left out your favorite!)

**Savoy** – my all time favorite for atmosphere, wine selections, wine tastings, and happy hour food. Best \$6 happy hour burger in town. Excellent oysters. Nice patio. 10601 Montgomery.

**Zinc** – same owners – different atmosphere. More urban feel. Difficult parking. 3009

Central

**Seasons** – same owners – lighter, brighter atmosphere. 2031 Mountain Road

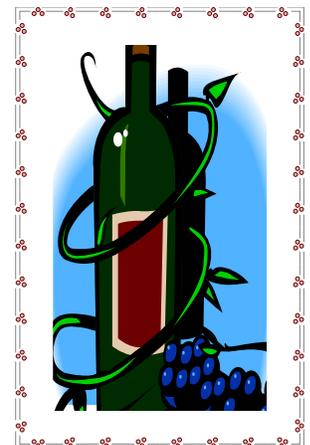
Check out their website (access to all 3 from here) – [www.savoyabq.com](http://www.savoyabq.com) to view upcoming wine events, music, dinners, and to get on their mailing list. The owners come from a family of winemakers so no wonder they know their wine.

**Scalo** – excellent menu and thorough wine list. Live music in the

bar. Wednesday wine club. Difficult parking. [www.scalonobhill.com](http://www.scalonobhill.com). 3500 Central.

**Artichoke Café** – nice wine list; dim, relaxing bar setting for happy hour; secure parking. 424 Central. [www.artichokecafe.com](http://www.artichokecafe.com)

**Slate Street Café** – The wine loft upstairs is a nice separation for happy hour. Nice wine list. Convenient if you're close to downtown. 515 Slate Ave.



Continued on page 4

Project Management	Supply Chain Management
Defined beginning	Defined beginning
Defined Ending	Defined Ending
Defined scope	Defined scope
Time associated	Time associated
Defined cost	
Defined inputs	Defined inputs
Systems view	Systems view
Customer focused	Customer focused

management and project management.” The following table demonstrates these similarities:

Whereas I would disagree with Dr. Henrie's assessment above that “defined cost” is not a part of supply chain management, one can't help but realize that the processes, and ultimately the goal, is the same.

Alright there, that's my crash course in supply chain theology...are you a believer now? Well, either way, hopefully you're as enlightened as I am and understand the value of being part the bigger picture and a member of a fine professional organization such as NAPM. With that, keep the faith and spread the word. Be sure to tell your colleagues, whether they be contract officers, logistics professionals,...yes even auditors, that they're blessed under the umbrella of supply chain management and should hone those skills accordingly if they wish to survive in today's business

climate. Now go in peace and be productive. May the supply chain be with you.

Anna Nagurney: *Supply Chain Network Economics: Dynamics of Prices, Flows, and Profits*, Edward Elgar Publishing, 2006, ISBN 1-84542-916-8  
 DynaSys. (n.d.). *Solutions Suite n.SKEP Supply Chain Solutions*. Retrieved April 8, 2010, from [http://www.dys.com/en/solutions/solutions\\_suite.asp](http://www.dys.com/en/solutions/solutions_suite.asp)  
 Henrie, M. (1999). *Project Management: The Supply Chain View. ... Weltanschauung, our view of the world.*, 3.

Have a story idea or you would like to contribute to newsletter? Contact Jackie at [jdassler@asrt.org](mailto:jdassler@asrt.org)

Nora Armijo, CPSM, C.P.M.,  
President  
PO Box 99  
Albuquerque, NM 87103  
Email: [mnarmij@sandia.gov](mailto:mnarmij@sandia.gov)

**We're on the web!**

We are your local affiliate of ISM in the State of New Mexico. NAPM-NM's mission is to lead Supply Management in New Mexico. We offer the following services to our membership:

- Dinner Meetings for Professional Development
- Educational Opportunities
- Employment Opportunities (Local)
- Employment Opportunities (National)
- Professional Development—CPSM Certification Classes
- Community Projects
- Training through Educational Seminars

**NAPM-NM's mission is to lead Supply Management in New Mexico.**

**2009-2010 Theme:**  
3R<sup>3</sup> -- Revitalize, Reinvent, Renew  
– Revitalize your career; Reinvent yourself for changing times; Renew your networking contacts.

## NAPM-NM Spring Seminar

by John Padilla

The NAPM-NM spring seminar is scheduled May 20, 2010 at the American Society of Radiologic Technologists and is titled "Negotiating for Success: How to Negotiate with Everyone & Maintain Good Relationships." Peter Khoury, from Ovson communications, will present this seminar covering both negotiations for business professionals and conflict resolution in negotiations. Whether you are aware of it or not, you negotiate all of the time and you do it with very different types of people. Whether it is with the staff, bosses, contractors, partners, consultants, clients, or any business associate, your ability to influence others, reduce conflict, solve problems, and help parties with conflicting interests move forward is essential for your success and the success of your organization. Continued professional development is vital to your career. Here is an opportunity to earn 8.0 CEH's and keep up to date on the latest trends and issues in supply management, in today's challenging economic environment. The seminar is only \$ 175 for NAPM-NM members. If you are not a member, contact us. We would love to have you. The seminar is \$ 199 for non-members and you get a discount with multiple registrations. Seminar hours are 8 am to 5 pm with a continental breakfast served at 7:30am. Lunch is also provided. Don't miss this exciting opportunity!

### Benefits of Attending How to Negotiate with Everyone & Maintain Good Relationships

BENEFITS	OBJECTIVES
<ul style="list-style-type: none"> <li>• Get what you want in the workplace</li> <li>• Reduce stress by working with peers, superiors, and subordinates</li> <li>• Turn difficult conversations into occasions for productive problem solving</li> <li>• Make better deals and increase bottom line</li> <li>• Build trust and long-term relationships by creating win-win solutions whenever possible</li> </ul>	<ul style="list-style-type: none"> <li>• Develop insights into negotiation strengths and weaknesses</li> <li>• Learn the "Seven Principles of Negotiation Success"</li> <li>• Reinforce and increase techniques for asking difficult questions</li> <li>• Develop ways to use persuasion productively</li> <li>• Learn methods to gain credibility and build trust</li> <li>• Create strategies for closure</li> </ul>
<ul style="list-style-type: none"> <li>• Increase efficiency and reduce stress when working on projects with difficult people</li> <li>• Heighten awareness of individual and team goal setting</li> <li>• Enhance listening skills</li> <li>• Save time otherwise lost on projects</li> <li>• Increase productivity and overall profitability</li> </ul>	<ul style="list-style-type: none"> <li>• Assess behaviors and types of people that aggravate you</li> <li>• Learn and practice techniques and strategies that neutralize the effects of difficult people</li> <li>• Recognize your limits and control in handling difficult people</li> <li>• Develop a Difficult-Person Coping Plan to use at any time</li> <li>• Plan accordingly when working with difficult people</li> </ul>

Continued from pg 3—Wine Review

[www.slatestreetcafe.com](http://www.slatestreetcafe.com).

**Casa Vieja** in Corrales – a tip from the local Wine Distributor/Expert. The new owners have a new menu and fabulous wines chosen by the Owner/Sommelier. Check it out at [www.casaviejannm.com](http://www.casaviejannm.com).

Finally – every June NMSO's wine and art auction event titled "**Vintage Albuquerque**" is a great way to taste top notch wines and local food pairings while supporting a good cause (educational outreach activities). The venue is at the National Hispanic Cultural Cen-

ter this year which is a fabulous outdoor setting for sipping wine and tasting great food. Find information here: [www.vintagealbuquerque.org](http://www.vintagealbuquerque.org).

