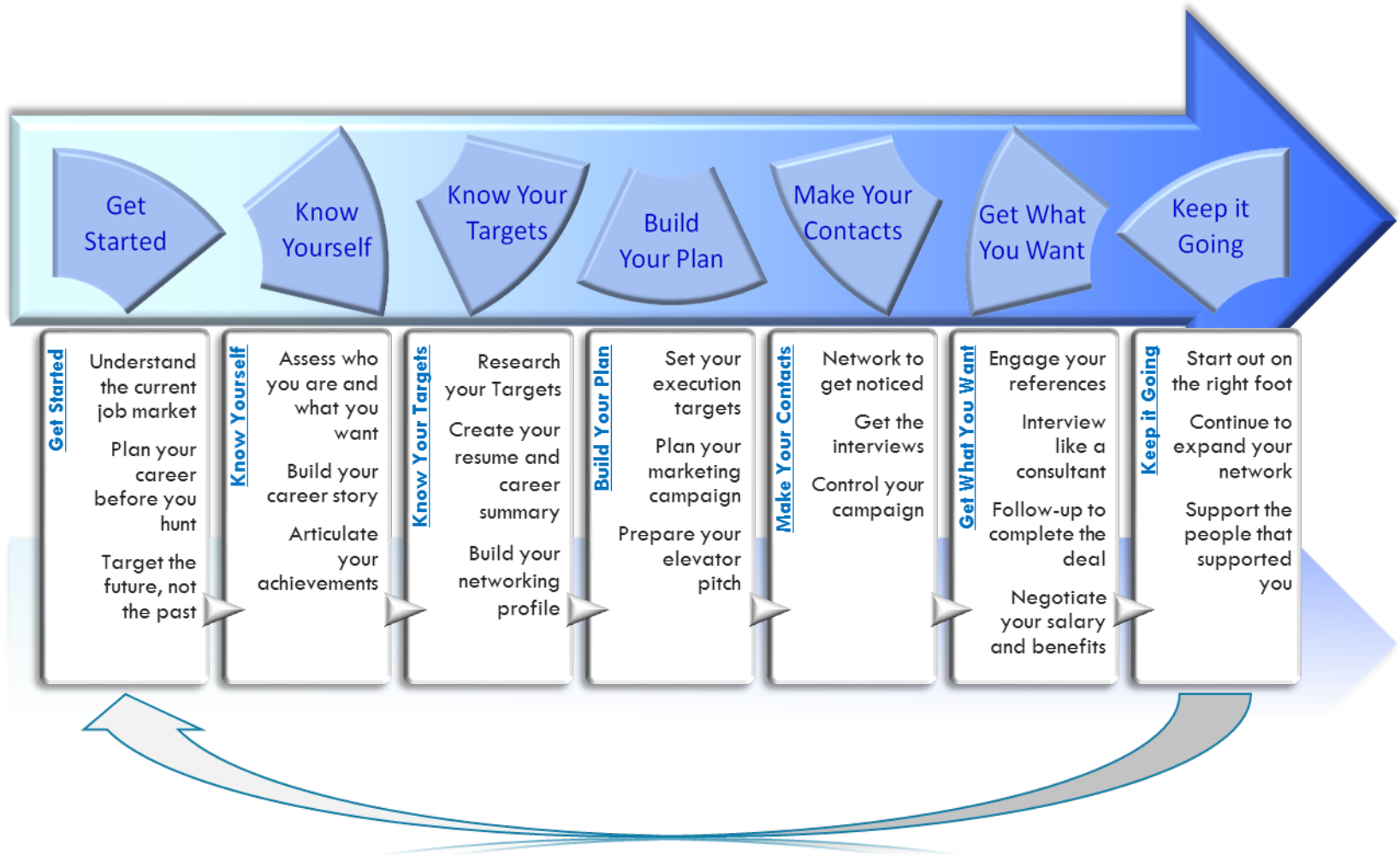


# GALLERIA DIAMOND JSWT

## Your Business Networking Profile (Practice 3.3)

# JOB SEARCH PROCESS OVERVIEW

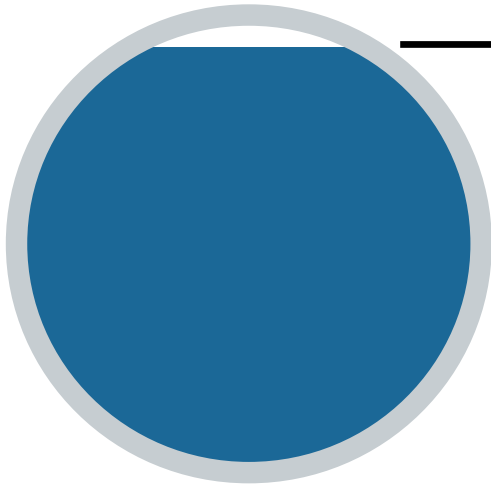
**GALLERIA DIAMOND**  
Job Search Work Team



## Your Business Networking Profile (Practice 3.3)

- Pick one business network for employment and keep it up to date
- If you are on other social networks for personal pursuits, make sure that they show you in a professional way
- Your Business Network Profile must be aligned with your resume

## Profile Strength



All-Star

## Susan Kubiak's LinkedIn 101/201 Training Summary

- Ensure that your profile is complete
- Match the keywords in your profile to your target job
- Use keywords to search for your competition and look at their profiles
- Get strong recommendations that build your brand
- Join and engage in groups that match your job needs
- Follow your target companies
- Update your status weekly to increase your exposure
- Monitor your metrics
- Change your approach if you're not getting enough hits

## LinkedIn 301 Training

# LinkedIn Profile

**GALLERIA DIAMOND**  
Job Search Work Team

Get a professional picture of you and only you

Keep your name simple, but include certifications that are important to your current work

Use a descriptive bi-line that summarizes what you do

Be cautious about using your marketing catch phrase

Get your connections above 200 as soon as you can. This shows that you have a broad network

Include your contact information if you want employers to reach you directly without using LinkedIn

Customize your LinkedIn URL



## Ross Harvison

1st • PREMIUM

Executive Consultant | Supply Chain and Operations Change Leader |  
ross.harvison@intuitivum.com

Houston, Texas Area | Management Consulting

Current	Intuitivum Group, LLC
Previous	LyondellBasell, ARCO Chemical
Education	University of Arizona

Send a message

500+  
connections

<https://www.linkedin.com/in/rossharvison>

Contact Info

# LinkedIn Profile – Summary

Your resume summary works great here. But use your biography if you need to change your resume summary frequently

Add a short list of your specialties here. This is your first opportunity to get the right key words into your profile

## Background



### Summary

Ross Harison is the President of the Intuitivum Group and Managing Partner of the firm's Supply Chain and Operations Practice. He works with executives in small to mid-capital companies to assist their efforts to prioritize business needs, build strategies, and execute transformation programs. He has more than 30 years' experience in commercial, engineering and manufacturing environments in the energy, refining and petrochemicals industries. He specializes in Supply Chain and Operations Transformation, Multi-National Organization Change Management, and Human Capital Development.

Mr. Harison has delivered significant variable and fixed cost reductions in global supply chain and manufacturing organizations using highly effective change methodologies integrated with Lean and Six Sigma process improvement techniques. He has also enabled broad manufacturing capability improvement by driving the development of operations management systems standards and successfully supporting their implementation. His organization design and human capital development efforts have delivered substantial fixed cost reductions while enhancing overall capability.

Ross is also the President of the Houston affiliate of the Institute for Supply Management® and the chair of the organization's Business Survey Committee. He received his B.S. degree in Chemical Engineering from the University of Arizona and is a Villanova trained Lean Six Sigma Black Belt.

#### Specialties:

- Supply Chain and Operations Transformation
- Multi-National Organization Change Management
- Human Capital Development
- Executive Level Negotiation and Influence Management
- Process, Systems and Organization Design
- Business and Market Analysis
- High Value Add Strategic Sourcing



# LinkedIn Profile — Projects

Here's your  
opportunity to show  
your selected  
accomplishments



## Projects

### **Procurement Process Transformation**

Delivered \$120 million per year in spend savings and \$4 million per year in reduced transaction costs for a major petrochemical and refining company by championing a global procurement process improvement initiative with key officers and senior leaders, and effectively executing the program

### **Bankruptcy Emergence Leadership**

Enabled maximum procurement value delivery during the crucial first six months of a company's bankruptcy by effective leadership on the executive team that managed the bankruptcy and through the successful management of the company's North American procurement team

### **Stores Management Optimization**

Decreased stores inventory for a large petrochemical company by \$40 million and materials management fixed costs by \$2 million per year by implementing strong processes, redesigning work activities, and effectively developing staff

### **Operational Excellence Initiative**

Enabled a 30-50% improvement in safety, reliability, environmental and production performance at a major petrochemical company by driving the creation and execution of operations management systems standards

# LinkedIn Profile — Experience

Write a strong, but concise summary of what you do in your current role. Leave achievements out of this section so that the reviewer must call you to see which of your achievements occurred in which position.

Again, a clear and concise summary of what you did without achievement statements

Get 1-2 recommendations for each recent position held, including one from your boss at the time



## Experience

### **President and Managing Partner, Supply Chain Practice**

Intuitivum Group, LLC

November 2010 – Present (5 years 5 months) | Houston, TX

Providing supply chain and operations transformation leadership to the Oil and Gas, Petrochemical, and Refining industries.

- Supply Chain process, systems and organization design with a focus on companies that are implementing or upgrading an Enterprise Resource Planning system
- Operational Excellence process design, execution and auditing services for manufacturing operations, reliability, process safety, environmental, health, safety and quality activities
- High value added strategic sourcing process design and execution

### **Director, Services, Materials and Utilities Procurement**

LyondellBasell



2009 – November 2010 (1 year) | Houston, TX

Directed the company's North American utilities, services and indirect materials purchasing activities. This included strategic sourcing and operational procurement for 27 facilities with annual spend of over \$2 billion.

## ▼ 2 recommendations



**Chris Tagoe**

Multi-Disciplined Operations Leader (V...

Highly competent, dependable and trustworthy leader. I first worked with Ross when I was a site manager and he managed the... View ↓



**Tom Walsh**

Chemical Industry Professional

I've had the pleasure of knowing and working with Ross Harison for more than 20 years. Ross has outstanding... View ↓

# LinkedIn Profile – Experience

**GALLERIA DIAMOND**  
Job Search Work Team

Limit years of experience covered if you have age discrimination concerns

Old positions don't necessarily need recommendations

Here is your best chance to get all of the key words you need into this profile. Put this at the end of your last position description using a short line and spaces to delineate this from your positions held.

## **Project Engineer/Process Control Engineer**

B. F. Goodrich

1982 – 1984 (2 years) | LaPorte, TX

Provided project engineering and process control support for the company's Houston Area vinyl chloride manufacturing facility.

## **Process Engineer/Process Control Engineer**

Diamond Shamrock

1981 – 1982 (1 year) | LaPorte, TX

Provided process engineering and process control support for the company's Houston Area vinyl chloride manufacturing facility.

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Always looking to connect with professionals who have experience in: Commercial Leadership | Supply Chain Leadership | Operations Leadership | Manufacturing Leadership | Engineering Leadership | Operational Excellence | Supply Chain Transformation | Operations Transformation | Multi-National Organization Change Management | Human Capital Development | Executive Level Negotiation | Influence Management | Process Systems and Organization Design | Business and Market Analysis | High Value Add Strategic Sourcing | Creating Bottom Line Value | Effective Facilitation | Strategy Execution | Programs with Global Reach

You may prefer to put this key word list at the end of your background summary section, but it will take up much of that section's character limit

# LinkedIn Profile — Languages



## Languages

### **English**

Native or bilingual proficiency

### **Spanish**

Elementary proficiency

### **French**

Elementary proficiency

Add language proficiencies immediately after your experience if you are multilingual. Consider learning a new language if you are not.

# LinkedIn Profile — Certifications



Certifications

Place any certifications that you have after your language capabilities or your experience. Get appropriate certifications if you haven't already.

# LinkedIn Profile – Organizations



## Organizations

### **ISM-Houston (Institute for Supply Management)**

President and CEO, Houston Business Survey Chair; previously Vice President, Leadership Center of Excellence Chair, and Career Services Chair

### **American Institute of Chemical Engineers**

Member

### **Center for Advanced Procurement Studies (CAPS Research)**

Former Corporate Member

### **Procurement Strategy Council of the Corporate Executive Board**

Former Corporate Member

Organization  
affiliations show that  
you are professionally  
engaged beyond the  
job

# LinkedIn Profile — Education/Courses

Include all education relevant to the position, eliminating the graduation date if age concerns exist

Include courses that are applicable to the positions that you are seeking



## Education

**University of Arizona**  
BSChE, Chemical Engineering



## Courses

### Independent Coursework

- Lean Six Sigma Black Belt (Villanova University)
- EH&S Auditor and Audit Team Leader Training (Arthur D. Little)
- Facilitative Leadership - Workshop Leader Training (Interaction Associates)
- Achieving High Performance through Inclusion (J. Howard & Associates)

# LinkedIn Profile — Volunteer Efforts

**GALLERIA DIAMOND**  
Job Search Work Team

Here's your opportunity to show your passion for helping other people. Be cautious about including too many causes.



## Volunteer Experience & Causes

### **Job Search Training, Executive and Management Coaching, and Job Search Team Support**

Between Jobs Ministry  
Social Services

Between Jobs Ministry is a free support ministry of the NorthWest Bible Church in Houston, Texas. They provide encouragement, information, networking, spiritual guidance, and job search skills training. The ministry is open to job seekers of all backgrounds and denominations.

### **Manager - U18 Division One Competitive Team**

Space City Futbol Club  
Children

The Space City Futbol Club (SCFC) is a full service soccer club for boys and girls in Southeast Houston. They strive to create a fun, positive learning environment for players of all levels, from recreational participants to elite performers. The goal of the organization is to maximize the development of the individual through a program that challenges each player, a coaching staff that adheres to... **more**

### **Opportunities Ross is looking for:**

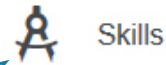
- Joining a nonprofit board
- Skills-based volunteering (pro bono consulting)



# LinkedIn Profile – Skills

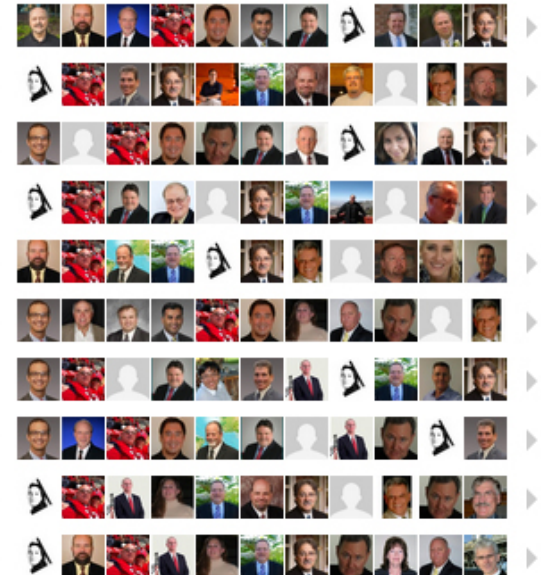
Here's where others  
can support your  
efforts without  
writing a  
recommendation.

But watch your  
recommendations.  
Potential employers  
may check them out  
as well.



## Top Skills

51	Process Engineering	+
46	Strategic Sourcing	+
30	Business Process...	+
28	Six Sigma	+
27	Negotiation	+
25	Process Improvement	+
23	Change Management	+
22	Supply Chain	+
21	Procurement	+



# LinkedIn Profile — Other Possibilities

**GALLERIA DIAMOND**  
Job Search Work Team



## Honors & Awards

Show the recognition you've earned.

Add honors & awards



## Test Scores

Here's another way to show your accomplishments.

Add test scores



## Patents

Showcase your innovation and expertise.

Add patents



## Causes you care about

Show the causes that matter to you.

Add causes



## Supported Organizations

Add more color to your professional identity to be found for opportunities.

Add supported organizations

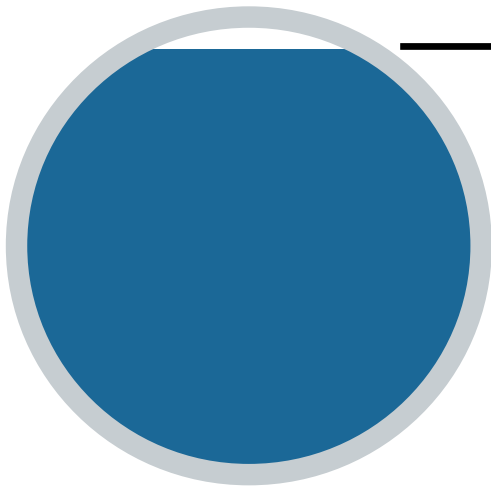


## Publications

Publications are a great way to show off your professional accomplishments.

Add publications

## Profile Strength



All-Star

## LinkedIn 401 Training

# LinkedIn Profile – Groups

## Groups

Join and follow groups that are important to your field

Pick one or two groups to engage heavily

Respond to posts with intelligent, well thought out answers

Once you are known in the group, start posting your own information



**Lyondell and R Alu...**  
1,084 members  
[+ Join](#)



**Lean Six Sigma**  
438,640 members  
[+ Join](#)



**Procurement Executi...**  
29,614 members  
[+ Join](#)



**Oil and Gas Industry ...**  
272,678 members  
[+ Join](#)



**Oil and Gas Supply C...**  
210 members  
[+ Join](#)



**Strategic Sourcing & ...**  
5 members



**Supply Chain Manage...**  
141,594 members  
[+ Join](#)



**Chemical Industry Pr...**  
13,354 members  
[+ Join](#)



**World Class Supply C...**  
members



**Procurement Profes...**



**Energy & Utilities Net...**  
169,936 members  
[+ Join](#)



**BUSINESSMASTERS ...**  
33,031 members  
[+ Join](#)



**VISION...**  
84,300 members  
[+ Join](#)



**VISION...**  
members  
[+ Join](#)



[< See less](#)

# LinkedIn Profile — LinkedIn Posts

Use the LinkedIn Posting tool to show off your existing work capabilities

Write 3-4 good posts to get started


Post only one in the first week

Post another each week and write new ones as you find time.


**Posts**

Published by Ross


721 followers



**Procurement Transformation**  
March 21, 2016



**Supply Chain Organization Design**  
March 21, 2016



**Procurement Process Benchmarking**  
March 21, 2016

# Questions?

Go to:

<https://intuitivum.com/job-search-training-aids/>  
for more information