

Parris Beverly

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Visiting Professor – Transportation Studies

CAREER SUMMARY:

I am a Visiting Professor instructing at Texas Southern University with eight years' experience as an instructor in logistics, transportation studies and international business. Prior to instructing I had varied and practical senior level roles in International businesses and have attained recognized accomplishments in business leadership, developing international markets, strategic account management and logistics operations.

Core Competencies & Leadership Strengths Include:

- *Planning & Aligning academic objectives*
- *Communications and interpersonal skills*
- *Customer Value Management Progression*
- *Market Evaluation, Penetration & Growth*
- *High Performance Team Leadership*
- *Marine & Logistics Professional*
- *Joint Venture and Sales Agreements*
- *Safety & Sustainability Leadership*

Master of Business Administration: Finance and Marketing; Simon Business School, University of Rochester, NY

Bachelor of Science: Marine Transportation; US Merchant Marine Academy, Kings Point, NY

PROFESSIONAL HISTORY:

Texas Southern University

2016 -2019

Visiting Professor / Adjunct Professor

- Instructor in Transportation Studies in classes including Port Management, Container Operations, International Business & Shipping and International Maritime Business.
- Program Coordinator and Instructor for Maritime Certification Courses at TSU

Houston Community College - SE Campus

2011 - 2015

Adjunct Professor

- Certified Logistics Associate and Certified Logistics Technician programs. Successfully instructed 15+ courses based on the Manufacturing Skills and Standard certification program. Average 18 students per class with passing rates over 90%.
- Summer business courses for high school students (2014)

Swift Resources / BP

2010 - 2011

Planning Director, Mobile AL

- Led planning and response activities related to Gulf Coast oil spill
- Developed and deployment strategy and direction for manpower, equipment, logistics and operations in AL, MS and FL
- Team leader and liaison with BP Management and government organizations

BP, plc.

Strategic Accounts Director, Chicago, IL

2008- 2010

- Led strategic initiatives between BP and global manufacturing companies involving distinctive products, alternative energy and facilities management. Using progressive value management approaches enabled BP businesses to establish sustainable growth in expanded relations and \$10B+ sales realization.
- Collaborated with and influenced respective senior management to initiate strategic linkages involving off-shore and land-based energy applications, joint-research projects and retail marketing for further growth potential.

Business Unit Leader, Global Marine Fuels, London, UK

2004 - 2008

- Initiated and led strategic shift from regional to a global \$4B+ turnover marine fuels business. Developed and implemented a differentiated strategy for retail, wholesale and trading businesses. Leveraging the right customers, ports, brand creation and industry leadership resulted in \$80M profit increase in four years.
- Facilitated improvements in all key metrics including ROCE to 20+%, \$60M working capital reductions, \$12m operating cost reductions and safety improvements to 0 accidents and environmental incidents over four years.
- Recognized by industry as an outstanding, responsible supplier/partner and for technical innovation including emissions reductions and military fuels SEA-card. Strong industry participant and chaired two global industry conferences.

Director, Marine Lubricants and Fuels, Americas, Houston, TX

2001 - 2004

- Obtained P&L responsibility and achieved materiality and bottom-line growth in the US, Mexico and LatAm marine lubricants and fuels through integration of existing and new businesses including Castrol merger and Marine Alliance distribution center joint venture.
- Initiated and finalized negotiations on lubricants licensing agreement in Brazil, fuels joint ventures in Trinidad and in the US resulting in substantial growth and new business opportunities. Formulated downstream strategies in LatAm including Mexico, Brazil and Venezuela jointly with BP businesses.

AMOCO OIL COMPANY

District Asset Manager, Amoco Pipeline, Houston, TX

1999 - 2001

- Business and asset manager for Midwest crude pipelines and four terminals. Revitalized Cushing Terminal and delivering pipelines to storage and gathering business to \$10m net profit in two years. Divested major pipeline sections and simplified while successfully delivering refineries crude oil requirements. Reinvigorated safety and environmental programs resulting in no injuries and significant reductions in environmental incidents.

Logistics Operations Leader

1993 - 1999

- Led operating team to deliver petroleum products from refineries to twenty terminals. Negotiated purchases and swap agreements creating levers to minimize costs and capture market opportunities. Developed and implemented forecasting and delivery models to reduce working capital by 30% in two years. Collaborated with marketing teams to facilitate new processes for inventory management.
- Directed cross-functional team to successfully meet Clean Air Act regulations for gasoline including first-mover in the use of ethanol creating a significant competitive advantage in the Midwest.

NORTH AMERICAN VAN LINES (NAVL)

1991 - 1993

Director, North American Logistics

NAVL and Norfolk Southern Team Leader assigned to develop a new strategic logistics offer. Initiated and delivered material third-party logistics offers to companies including IBM, Diebold, Ford, BMW and Xerox resulting in \$6m gross margin in year one.

Strategy Director

Researched and analyzed NAVL's core businesses to assess strategic intent alignment with market positioning and against business results. Consulted with businesses in developing a way forward including restructuring, expanding offers and divestment.

ARCO CHEMICAL COMPANY

1983 - 1991

Logistics Manager

Managed global supply chain logistics processes and assets for all businesses including transportation, asset acquisitions and \$150M annual cost leadership. Developed and implemented quality control concepts including processes and metrics designed to optimize expenses, reduce working capital and effective deliveries to customers.

Customer Services Manager

- Managed a team of 18 customer service professionals acquiring and administering customer orders for all businesses. Generated incremental revenue by developing an inside sales process for outreach to prospective customers.
- Implemented a quality control process to eliminate order processing errors, customer improvement responsiveness and measure results for learning and continuous improvement. Recognized by several customers as A1 quality services team.

DUPONT COMPANY

1978 - 1983

- Assigned to several operating roles in Transportation and Distribution including International Chartering, Ship Operations Manager and Barge Operations Manager. Roles required networking with businesses on short term shipping needs, negotiating rates and terms with shipping companies and managing administrative tasks.
- Assistant to Purchasing Manager and responsible for developing plans for product acquisitions, supplier negotiations, financial analysis and administrative tasks.

EXXON INTERNATIONAL

1974 - 1978

Second and Third Deck Officer

Responsible for safe and effective navigation, petroleum cargo loading and unloading, supervising crews and overall safety aboard crude oil and product tankers.

OTHER PROFESSIONAL ROLES

Swift Worldwide Resources

2010

Logistics Planning Director – Assigned to the Mobile, AL. Command Center and responsible for supply and materials movements, inventory tracking/reconciling and producing management reports during the BP Deepwater Horizon Spill.

Board/Advisory Group

Krystallon – Board of Directors, South Hampton, UK

Marine Alliance – US Advisory Board, Houston, TX

Texas Southern University – Maritime Logistics Advisory Board, Houston, TX (current)

US Merchant Marine Academy, Advisory Committee, Kings Point, NY