

Willie (Will) A. Smith II is currently the Director of Procurement and Shared Services for South Jersey Industries (SJI). In this role, he is responsible for developing and leading all company procurement efforts to efficiently and effectively enable business units and functional partners to maximize the value they receive from vendors to meet their objectives. Additional responsibilities include the day-to-day operations of the physical plant at SJI and all subsidiary buildings and surrounding land to ensure the public and employees are provided with safe, clean and professional environment to perform the services required. He also identifies, develops, implements and leads departmental enterprise-wide strategies and programs involving asset protection, perimeter defenses, and security strategies to protect SJI personnel and assets.

Current key initiatives include:

- Overseeing all areas and functions of procurement while establishing long-term and strategic planning objectives for \$1B+ annually in materials and services spend
- Leading procurement TSA (Transition Service Agreement) exit for a \$1.7B acquisition
- Implementing Workday Procurement module for 5+ business units during a 24-month period
- Negotiated comprehensive supply chain partnership agreement resulting in \$1M+ in annual savings/rebates
- Creating and executing corporate-wide supplier diversity strategy

Will has over 15+ years of experience with increasing responsibility in the IT and sourcing arenas. Some previous roles include the Director for Software and Services at Sungard Availability Services and Strategic IT Vendor Program Manager at Lockheed Martin (LM). Will holds a BS in Civil Engineering and an MBA (concentration finance) from Widener University.