

7th Annual Women & Leadership Conference

Chief Procurement Officer
Executive **Analyst** **Leader**
Manager *Strategic*
Procurement Professional

***I AM...achieving my potential
by owning my success***



October 15-16, 2015

Wyndham Hamilton
Park Hotel and
Conference Center
Florham Park, NJ

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ISM – NJ Women & Leadership Conference

THURSDAY, OCTOBER 15

4:00 p.m. - Welcome & Theme Kick-Off: “I AM... Achieving My Potential By Owning My Success”

ISM-NJ Women & Leadership Committee

4:30 p.m. - Influencing My Personal Destiny

Barbara Ardell, Vice President, Paladin Associates

6:00 p.m. - 7:30 p.m. - Welcome Reception

Sponsored by JVKellyGroup, Inc.

FRIDAY, OCTOBER 16

7:00 a.m. - 8:15 a.m. - Continental Breakfast

8:15 a.m. - Conference Welcome

Robert Murphy, CPSM, ISM-NJ President

8:30 a.m. - Keynote Presentation: I AM a Change-Ready Leader!

Erica Peitler, Leadership Performance Coach, Erica Peitler & Associates, Inc.

10:15 a.m. - Two Interactive Sessions:

- Know Your Worth: A Guide to Negotiating Your Salary - Kim Keating, CEO & Founder, Keating Advisors
- Understanding the under-representation of women in Senior Leadership - Elba Pareja-Gallagher, ShowMe50.org

11:45 a.m. - Networking Lunch (Dining Room)

12:45 p.m. - Charity Address (Jersey Battered Women's Service, Inc.)

1:15 p.m. - Panel Discussion - How owning their success has contributed to their professional and personal advancement

Session moderated by Elena Polansky, Senior Director, Pfizer

- Lisa Martin, SVP & CPO, Teva Pharmaceuticals
- Julie Glauninger, Morgan Stanley Wealth Management
- Lauren Thomas, Director-Projects, PSE&G

2:45 p.m. - Roundtable Discussions

3:45 p.m. - Conference Wrap-Up

Speakers



Barbara Ardell brings a unique perspective to her work with her intersecting skills in strategic sourcing, change management, quality and training. With over 20 years' experience as a strategic sourcing professional, she spent the early part of her career with Procter & Gamble's world-class Procurement organization where she sourced a variety of direct and indirect materials. Barbara was a female pioneer in the predominately male Procurement environment. She was an early member of Procter & Gamble's unsanctioned Women's Interest Group which stimulated increased career opportunities for women. Barbara's career has transitioned over the years as her priorities and personal circumstances have changed. She brings a wealth of experience and a passion for helping women succeed in whatever path they choose.



Julie Glauninger is a financial advisor for Morgan Stanley Wealth Management and a member of The Core Group, which focuses on working with clients who have had a liquidity event. Within The Core Group, Julie concentrates her efforts on working with female executives, something she loves to do. The Core Group's approach to Wealth Management is broad-based, reaching far beyond just portfolio management, and includes estate planning, tax efficiency, working with concentrated equity positions, and helping private business owners access capital to grow, improve liquidity and design exit strategies. They work with their clients to problem solve in all aspects of their financial lives, attending to the details so that their clients can focus on what is most important to them: their businesses, careers and families.

Julie began her career at Merrill Lynch in New York in 1986, trading NASDAQ stocks. She then joined Montgomery Securities in San Francisco. During her 15-year tenure at Montgomery, she was involved in many Initial Public Offerings (IPOs), bringing public many retail, biotech, technology and internet companies that have gone on to become

household names. In 1996, Julie returned to Boston and managed the Institutional Equity Sales Desk for Banc of America Securities. She remains one of the only women ever to manage a bulge-bracket desk in Boston or NY. After Banc of America, Julie went on to work as an analyst for a hedge fund at Lee Munder Capital. A move back to San Francisco with her family led to Julie taking several years off before she joined Morgan Stanley in January 2014.

Julie lives with her husband, Mathew, a successful real estate investor, in Winchester, MA. They have three children: Tim (22), Katherine (18) and Michael (15), as well as a two-year old Aussie-Doodle named Kona. When they can escape from their businesses, they enjoy spending time in Chatham, MA on Cape Cod, where they boat, sail and enjoy long walks on Lighthouse Beach.



Kim Keating is CEO & Founder of Keating Advisors. With more than 20 years of experience, Kim serves as a trusted advisor to organizations in helping develop effective talent management strategies. She specializes in working with leaders to align their business strategy, organization design, and compensation practices to attract and retain top talent and deliver improved results. Kim also speaks, conducts workshops, and advises professionals on how to negotiate equitable pay.

Prior to founding Keating Advisors, Kim was a consultant at Mercer Human Resource Consulting and Sibson & Company, human capital consulting firms where she worked with organizations to address strategic human resources challenges. Her senior corporate roles include leading the rewards function for The Advisory Board Company, a research think-tank, and the Motley Fool, a financial education company. Preceding her human resources career, Kim was a financial analyst at Morgan Stanley Investment Bank and Chief Financial Officer at Teach for America.

Kim holds an M.B.A. from the Harvard Graduate School of Business Administration and a B.B.A. in Finance from Southern Methodist University. Kim was awarded an International Rotary Ambassadorial Scholarship and studied at the United States International University in Nairobi, Kenya.

Kim is also a contributing author to the book, *Lean In for Graduates*. She is a frequent contributor to the Huffington

Post and has been published in the *WorldatWork* and *CUPA HR Journals*, as well as featured in numerous business and women's publications, including *Washington Business Journal*, *Glamour Magazine*, *Cosmopolitan Magazine*. Kim is currently a board member of *Leanin.org* Foundation, whose mission is to encourage women to pursue their ambitions, and *NURU International*, a nonprofit dedicated to ending global extreme poverty.



Lisa Martin, CPSM, C.P.M., is Senior Vice President, Global Procurement and Chief Procurement Officer for Teva Pharmaceuticals, a leading global pharmaceutical company committed to increasing access to high-quality healthcare by developing, producing and marketing affordable generic drugs as well as innovative and specialty pharmaceuticals and active pharmaceu-

tical ingredients.

In this new role, Lisa is responsible for creating the strategic vision and direction for the newly established function at Teva. She leads the development and implementation of sourcing strategies and procurement activities on all externally purchased goods and services categories, including raw materials, packaging, manufacturing services, marketing and sales, and research and development, totaling more than \$9.5 billion. Lisa is also responsible for designing the global procurement organization using a category management structure, setting performance measurement targets, and integrating processes and systems that support Teva's overall sourcing goals.

Prior to joining Teva, Lisa was senior vice president of Global Procurement and Operations at Pfizer for 11 years where, in addition to her procurement leadership role, she led a broad array of functional areas, including the global real estate portfolio, facilities management for commercial and R&D sites, and corporate services. At Pfizer, Lisa created and championed an award-winning supplier diversity program.

Before the acquisition from Pfizer, Lisa worked at Warner Lambert as vice president of procurement. Her career also includes management positions at Sony Pictures Entertainment, Columbia Pictures Entertainment and NBC.

In 2013, Lisa was awarded the prestigious J. Shipman Gold Medal Award, which is awarded annually to an individual

who has performed distinguished service for the cause and advancement of the supply management profession.

Lisa is Chairperson Emeritus of the Institute for Supply Management. She earned a Bachelor of Arts, magna cum laude, in communications and psychology from Long Island University, C.W. Post College, New York. She resides in New Jersey with her husband and has two adult children.



Elba Pareja-Gallagher is a finance generalist with more than 18 years of experience at UPS. She's held roles in International Finance, Investor Relations and Marketing. She lived as an expat in Asia for three years and currently is the Director of Finance on the UPS Global B2C Strategy team.

A passionate advocate for diversity and inclusion, Elba is an active member of the Latino and Women's Leadership employee resources groups at UPS. She recently took her passion to the internet when she launched a non-profit organization whose mission is to provide a platform to engage individuals in actions that level the playing field for women at work.

ShowMe50.org encourages individuals to actively collaborate with their companies to inform and implement a culture of gender equality that leads to the achievement of 50% women in senior leadership positions. The seven ShowMe50 action toolkits, scripted presentations and the ShowMe50 Win-Win Checklist create the foundation to build a pragmatic self-directed grassroots change movement.

Elba holds a Bachelor of Business Administration degree from Millsaps College in Jackson, Mississippi, and a Master of Science in Supply Chain Management from the Florida Institute of Technology. She is an APICS Certified Supply Chain Professional, and serves on the Advisory Board of Georgia West Technical College.

Elba and her husband reside in Marietta, Georgia.



Erica Peitler is an accomplished leadership performance coach and high impact facilitator. She works with Fortune 500 Companies as well as CEO's from progressive small to mid-sized and privately held organizations to create the conditions for change and growth with her clients so they can achieve their potential as individual leaders, high performing teams, and organizations operating at a level of excellence.

A pharmacist and global business leader with over 25 years of experience as a transformational change agent, Erica has an extensive background in Operational/Divisional leadership as an Executive VP/General Manager, Board-Level Strategic Planning initiatives as well as Chief Scientific Officer roles.

Erica was recognized by *New Jersey Biz* magazine as one of the 50 Best Women in Business in 2013 and in 2014 has been elected to sit on the boards of two large, privately held companies. In 2011–2013, she served as the Chair of the University of Connecticut School of Pharmacy advisory board and is a member of the Executive Women of New Jersey (EWNJ) and the Healthcare Women's Business Association (HBA). She has also Chaired a Vistage private advisory board where she facilitated monthly debate and dialogue with CEOs of small to mid-sized businesses.

As an author and speaker, Erica educates, entertains, and enlightens her audiences on the challenges of leadership with realism and humor based on her own hard-learned lessons.

Her signature leadership team journeys, which are based *Leadership Rigor*, are creating game-changing experiences for the “change-ready” leaders who consciously practice these principles with discipline giving them breakthrough performance and productivity.

Erica lives in Morristown, New Jersey.



Elena K. Polansky is a Senior Director in Pfizer's Global Procurement organization where she leads the Global Indirects – Supply & Operations Team. In this broad role, Elena has global leadership responsibility to drive improvement in cost, quality and service levels with external providers of facilities management, site supplies and services, supply chain services, capital equipment

and construction, engineering services, real estate, asset recovery and direct energy. She is also responsible for assuring alignment, integration, colleague inclusion and flawless execution of key procurement enablement programs, including functional continuous improvement initiatives.

At Pfizer, Elena is an active member of the Finance & Business Operations Culture Champions Network, where she collaborates with colleagues to drive key cultural values core to Pfizer's way of working. Elena is a 2010 Richter Award recipient from the Institute of Supply Management® (ISM), which recognizes leadership and innovation in supply management and those who further the understanding

and importance of supply management to business success. Elena is a Certified Professional in Supply Chain Management (CPSM), an active member of the Healthcare Business Women's Association (HBA), and a current Hammond Society Member, Alumni Society Board of Pennsylvania State University.

Elena joined Pfizer in October 2001 and has held various positions of increasing responsibility within the procurement organization since that time. Her prior responsibilities have included developing and executing sourcing strategies across key areas of indirect spend at Pfizer, including legal services, strategy consulting services and information technology services. Prior to joining Pfizer, Elena was a consultant serving a variety of clients in financial services, distribution and manufacturing industries while working at Proxicom and Anderson Consulting.

Elena holds a Bachelor of Science in Business Logistics and International Business from the Pennsylvania State University and a Master of Science in Electronic Commerce from Carnegie Mellon University. She resides in New Jersey with her husband, two children, and two dogs.



Lauren Thomas, PMP, is a Project Director for PSE&G's Delivery Projects and Construction Department where she manages a \$1.2B project portfolio. She leads a team of Project Managers and Staff Engineers that execute projects while also actively developing execution and control strategies intended for adoption across the organization.

Notably, Lauren represented DP&C on a cross-functional team to kick-off and develop an execution strategy for PSE&G's Energy Strong program – a highly visible construction initiative to harden New Jersey's energy infrastructure. She has direct oversight of the Flood Mitigation program which comprises \$620M of the \$1.22B Energy Strong program.

Lauren has been with PSEG for 7 years and worked in Finance, Strategy and Risk before joining the DP&C Department. Lauren also has over 7 years of experience in process, operations and project engineering in the Chemical Industry. Lauren holds a BS in Chemical Engineering from Rensselaer Polytechnic Institute and a MBA in Operations and Strategy from the University of Michigan. She currently serves as a VP on the Rensselaer Alumni Association Board of Trustees.



Session Descriptions

Theme Kick-Off: “I AM...Achieving my potential by owning my success” - Our personal and professional lives provide great insight into who we are. Acknowledge and take pride in who you are and use it to develop your plan for success and most importantly - happiness.

Influencing My Personal Destiny

The first step for achieving your desired success is to define what you really want. But then what? The challenge is: “How do I make my dream come true?”

Influencer, described in the two New York Times bestsellers, *Influencer* and *Change Anything*, provides a structured framework, powerful strategies and crucial skills that are proven to increase your success at influencing change tenfold. In this session, you will learn:

- Why most change efforts fail
- How Influencer is different from traditional change approaches
- The three components of the Influencer model: Clarify Measurable Results, Find Vital Behaviors, and Use Six Sources of Influence™
- Examples of influence strategies for all Six Sources of Influence

Know Your Worth: A Guide to Negotiating Your Salary, is an interactive workshop developed from years of compensation consulting experience. The Training focuses on confidence building for professional development. It provides a proven 4-step method for salary negotiation and a personalized guide to define individual compensation needs and determine one's professional worth. Participants will gain many skills useful for the job market, in addition to negotiation. Whether negotiating a first salary, dealing with a tough boss, designing a schedule, or choosing a benefits plan – this training will give participants the tools to be an effective self-advocate.

Understanding the under-representation of women in Senior Leadership: Root causes and solutions. Learn about the complicated reasons why the percentage of women in senior leadership are stubbornly low. Solutions are presented in the form of a win-win checklist that benefits all employees – women and men.

Sponsor & Organization Information

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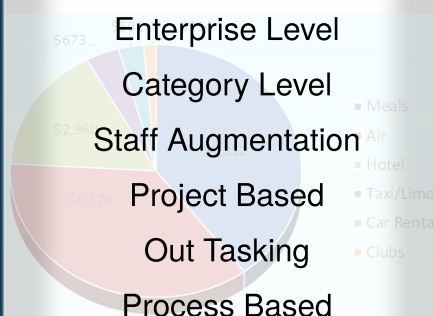
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Conference Spotlight Charity



Jersey Battered Women's Service in Morris County, NJ is a full-service domestic violence and domestic abuse prevention agency with volunteer opportunities. The services include a 24-hour hotline; counseling; safe house; transitional living; children's services; life skills education; vocational counseling; batterers' intervention; legal assistance; teen dating violence services; and professional training, education and youth prevention programs.



ISM—New Jersey, Inc.

The Institute for Supply Management - New Jersey (ISM-NJ) is a nonprofit corporation organized and operated not for pecuniary profit, but exclusively for educational purposes within the meaning of Section 501 (c) (3) of the Internal Revenue Code.

Mission Statement

The mission of ISM/ISM-New Jersey is to enhance the value and performance of procurement and supply chain management practitioners and their organizations worldwide.

- conducting regularly scheduled meetings and forums
- offering high quality professional training programs and workshops
- organizing and promoting leading edge conferences and trade fairs
- offering self-development opportunities
- delivering value added services for our membership





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