

MIKE RATHBUN

Procurement Executive | Strategic Sourcing | Contract Negotiation | Growth Strategy Expert

+17373209978 mrathbun@duravaultcapital.net Austin, TX



EXPERIENCE

Founder & CEO

DuraVault Capital

01/2023 - Present Austin, TX

- Founded and lead a veteran-led private equity firm specializing in acquiring and growing government-contracting businesses in construction-related sectors
- Leveraging Service-Disabled Veteran-Owned Small Business (SDVOSB) and HUBZone eligibility to secure competitive advantages in federal contracting
- Developing and executing a growth strategy targeting \$3.6B in revenue within 8 years
- Overseeing deal sourcing, due diligence, acquisitions, and portfolio company growth initiatives

Technology Business Partner

Southwest Airlines

04/2021 - 04/2025 Remote

- Developed cost models and solicitation packages tailored to Technology compliance standards
- Built procurement analytics dashboards to track KPIs and contract performance
- Collaborated with legal and compliance to align procurement with Technology and risk management protocols
- Executed governance programs for Tier 1 & 2 vendors across IT and infrastructure, driving 100% SLA remediation and quarterly performance tracking through Balanced Scorecards
- Analyzed supplier metrics, enforced service credits, and coordinated executive scorecard delivery across 20+ suppliers
- Championed digital transformation initiatives, integrating emerging technologies across operations to achieve a 25% boost in process efficiency and a 20% increase in project delivery speed

SUMMARY

Visionary procurement executive with over a decade of experience managing large-scale contract initiatives in the Technology sector. Demonstrated success in streamlining complex sourcing strategies, developing robust RFPs, and facilitating collaborative Joint Application Design (JAD) sessions. Skilled in risk mitigation, financial modeling, and navigating regulatory landscapes. Proven ability to deliver cost savings, ensure service continuity, and lead high-performing cross-functional teams in high-stakes, compliance-driven environments.

KEY ACHIEVEMENTS



Client Portfolio Growth

Grew client portfolio by 35%, securing \$2M additional revenue annually.



Process Efficiency Improvement

Achieved 25% boost in process efficiency and 20% faster project delivery.



Supplier Performance Enhancement

Improved supplier performance metrics by 15% with annual cost reduction of 12%.



Operational Efficiency Increase

Reduced operational overhead by 20% while enhancing system reliability by 35%.

LANGUAGES

English

Native



SKILLS

CRM

Cybersecurity

Jade

RFP

CRM Systems



EXPERIENCE

Global Commodity Manager

Applied Materials

10/2017 - 02/2021 Austin, TX

- Oversaw \$100M+ in software and service contracts, directing supplier governance and vendor performance initiatives that saved \$19M+ and improved contract compliance by 30%.
- Executed global procurement strategies and strategic sourcing tasks, resulting in a 12% annual cost reduction and a 15% improvement in supplier performance metrics.
- Directed SLA oversight and supplier health reporting, leading to 25% efficiency gains and enhanced Technology supply chain frameworks with KPIs across consulting and facilities services.
- Led a tech upgrade that boosted reliability by 35%, cut overhead by 20%, and engineered a scalable IT infrastructure supporting 5,000+ users with a 50% increase in operational efficiency.
- Implemented annual contract reviews with supplier scorecards and established supplier escalation protocols.
- Guided a high-performing IT team of 15, achieving 98% system uptime and reducing response times by 30% through advanced monitoring tools and automation processes.
- Executed stakeholder consultations to translate critical business needs into technical specifications for engineering solutions.

IT Business Development Manager

Remx IT

12/2014 - 02/2016 North America

- Managed integrative team efforts in delivering personalized IT deliverables, resulting in an appreciable improvement in client trust and enduring collaboration
- Secured over \$5M in new contracts within a fiscal year by strategizing and implementing targeted client acquisition campaigns, utilizing CRM tools to track interactions and optimizing relationship management
- Executed business strategy resulting in a 35% increase in client portfolio, leveraging CRM analytics and market insights to identify and capitalize on emerging IT trends, translating into \$2M additional revenue annually
- Initiated and guided cross-team collaborations to introduce cutting-edge IT solutions, supporting a notable annual revenue increase and improving client satisfaction metrics
- Forged strategic partnerships with technology vendors, enhanced service offerings and contributed to a 25% increase in revenue, while expanding market reach by 30% through effective networking and relationship management
- Negotiated high-value service contracts worth \$3M annually, leveraging competitive market analysis and client relationship management strategies to expand business operations by 25% across North America

IT Resources at Kelly

Kelly IT Resources

02/2013 - 12/2014 Austin, Texas

Staff Management

Dell

04/2012 - 02/2013 Austin, TX

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 **Social Network**

Mike Rathbun

PUBLICATIONS

Strategies for Successfully Managing Organizational IT Projects

Walden University

Dr. Mike Rathbun

2017 - 2018

<https://scholarworks.waldenu.edu/dissertations/5587/>

Over 70% of information technology (IT) projects in large organizations in the United States run over budget or fail to reach completion primarily due to a lack of effective strategies. The purpose of this single case study was to explore strategies that IT project managers used to successfully complete IT projects. Hersey and Blanchard's situational leadership theory was the conceptual framework. Purposive sampling method was used to identify 2 successful IT project managers in Central Texas. Data gathered from semistructured interviews and collected from publicly available documents were analyzed using coding techniques, constant comparison, and key word phrases. Member checking enhanced the credibility of the interpretations of participant responses. Two themes emerged from data analysis: good customer focus and providing a standard IT project methodology. Findings may be used to improve IT business managers' competence and sustainability, increase business incomes, provide a better quality of life for employees and their communities, and benefit the U.S. economy.

EXPERIENCE

Senior Vice President, Operations & Technology

US Air Force

📅 03/1992 - 05/2012 📍 F.E. Warren AFB

EDUCATION

Doctor of Business Administration

Walden University

📅 2013 - 2017 📍 Baltimore, United States

- Information Management Systems & Services
- Walden University

Master of Science - Industrial Distribution

Texas A&M University

📅 2008 - 2010 📍 College Station, United States