

# JOSEPH F. SANDERS

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## CAREER SUMMARY

More than 15 years experience in establishing and efficiently maintaining purchasing and contracting systems for clients. Adept at strategic planning, anticipating market changes and building effective relationships with all functional project groups to include Engineering, Construction, and Project Management. Professional level skills in the following areas:

- **Skilled Negotiator**
- **Claims Investigation**
- **Problem Solving**
- **Effective Communicator**
- **Dispute Resolution**
- **MS & Internet proficient**
- **Contract Administration**
- **Team Development**
- **Multilingual**

## PROFESSIONAL EXPERIENCE

### Instructor

American Management Association (AMA), New York, New York 1992 - 2000

- Successfully taught more than 80 fundamental and advanced purchasing seminars nationally to management professionals across various industries to include fiber optics
- Researched, wrote and taught AMA's Contract Administration seminar nationally to purchasing professionals across various industries

### Corporate Counsel,

Deseret Generation & Transmission Co-Operative, Sandy, Utah 1980 - 1997

- Successfully prepared and issued documentation for hundreds of bid requests, totaling over \$1 billion, for the construction of electric power transmission and distribution lines, microwave and other telecommunication facilities, substations, plant sites, facilities for diversion, storage and transportation of water
- Systematically drafted Right of Way documentation for and supervised the acquisition (on Federal, state and private land) of hundreds of miles of easements for transmission and distribution lines, water transportation facilities, substations, microwave and other telecommunication facilities
- Successfully applied for and obtained Federal, state and local permits necessary to satisfy environmental, safety, and other regulatory requirements for construction projects

- Supervised the preparation and issuing of bid documentation for hundreds of bid requests totaling millions of dollars for the overhaul and maintenance of major industrial equipment. Participated in supervising their successful performance and closeout
- Investigated contractors' claims and disputes and provided documentation and tangible evidence necessary to resolve construction contract conflicts, avoiding most litigation and assuring success where lawsuits were filed
- Prepared, negotiated and settled owner insurance claims in areas of property damage, flood, errors and omissions (recovering more than \$20 million)
- Successfully established and maintained purchasing and contracting documentation systems; and, negotiated and drafted all necessary purchase agreements to include raw materials, equipment, computer hardware and software, transportation, engineering services, maintenance. NDA's, real estate purchase agreements

## **EDUCATION**

### **J. Reuben Clark Law School, BYU, Provo, UTAH**

Jurist Doctor Degree

### **University Of Maryland, Misawa, Japan**

Bachelor of Arts – GPA 4.0

### **Defense Language Institute - East Coast, Washington, D.C.**

Chinese Language - Graduated Top In Class

## **OTHER EXPERIENCE**

- Guest Speaker at National Association of Purchasing Management's National Convention, speaking on Anti-Trust Developments Affecting Purchasing
- Co-authored & presented seminars on "Legal Aspects of Buying and Selling"
- Authored & presented seminars on "Contract Administration: How to Avoid Legal Pitfalls & Disasters"
- Former member of American Right of Way Association
- Served as arbitrator for the American Arbitration Association
- Co-founder of American Law & Technology Association