



From Contracts to Clout: How Organizational Savvy Drives Procurement Success

Presenter



Maria Roux currently serves as the Chief Procurement Officer for the Georgia Department of Transportation (GDOT) Office of Procurement, overseeing GDOT's Operational, Engineering & Design and Compliance groups. In this role she is responsible for leading these teams to ensure GDOT implements strategies that focus on efficiency and compliance to provide the best service to internal and external customers while building and maintaining the public's trust. Maria previously served as the Asst. Chief Procurement Officer – QA Compliance. This role was responsible for providing oversight of federal regulation and state rules/laws as pertains to Title 50 procurement and Engineering and Design related procurement utilizing FHWA funds. This role is also responsible for auditing the procurement function as well as developing and providing training for all procurement staff, end user and personnel who touch the procurement function. In her role, she is also responsible for ensuring local governments adhere to state and federal rule and regulations for Engineering & Design related procurements as



pertains to 23 CFR part 172 by performing policy review and providing training and assistance with local governments, counties and municipalities. Ms. Roux has also, previously served as the State Purchasing Division Training supervisor responsible for procurement training development and delivery function. In this role she managed procurement training function for the state and organized training roll outs that ensured state entity staff were prepared to become certified in procurement. Maria has over twenty five years of experience managing, developing, delivering and facilitating training for large and small entities/corporations as well as over seventeen (18) years of government procurement experience. The combination of training and procurement experience has provided her the ability and passion to assist other procurement professionals.

Summary:

Procurement is no longer just about negotiating contracts and managing suppliers. It's about influence, strategy and organizational alignment. From Contract to Clout: How Organizational Savvy Drives Procurement Success explores the critical role of professional acumen and navigation in elevating procurement from a transactional function to a strategic organizational powerhouse. This session will examine how understanding organizational dynamics, building relations, and leveraging influence can unlock value, mitigate risk, and position procurement as a trusted partner withing an organization. Attendees will gain insights into practical strategies for cultivating organizational savvy enhancing stakeholder engagement and driving impactful outcomes that go beyond cost savings.