

Sally Macaluso

WORK EXPERIENCE AND ACHIEVEMENTS

GE HealthCare

Chief Procurement Officer
Waukesha, WI

December 2023-Present

Serving as the Chief Procurement Officer for GE HealthCare, overseeing \$10B in spend across the direct and indirect spend categories for the four business segments: Imaging, Ultrasound, Patient Care Solutions, and Pharmaceutical Diagnostics.

Johnson & Johnson

Chief Procurement Officer, Indirect Services Procurement
New Brunswick, NJ

March 2023 – December 2023

Served as the Chief Procurement Officer for Johnson & Johnson's Indirect Spend (\$14B in spend) for the Pharmaceutical and MedTech businesses which includes Capital, Construction, & Facilities Services, Logistics, Corporate Services, HR Services, IT, and Fleet, Travel, & Meetings. Gained new responsibilities overseeing the Acquisitions and Divestitures team.

Chief Procurement Officer, MedTech
New Brunswick, NJ

March 2019 - March 2023

Served as the Chief Procurement Officer for Johnson & Johnson's MedTech business with oversight for \$11B in spend leading a team of 200 people. Also responsible for Business Services Procurement for the Pharmaceutical, MedTech, and Consumer businesses which includes Corporate Services, HR Services, IT, Professional Education, and Fleet, Travel, & Meetings. Served as a member of the Procurement Leadership Team and as the Procurement Executive Sponsor for the APAC region.

Vice-President, Marketing & Business Services Procurement
New Brunswick, NJ

October 2016 - March 2019

In support of the Pharmaceutical, MedTech, & Consumer businesses, led the 200-person Marketing and Business Services Procurement team that managed \$14B in spend for the Media & Agencies, Marketing Operations, Sales & Distributor Services, Global Strategic Insights, Corporate Services, HR Services, IT, Professional Education, and Fleet, Travel, & Meetings categories.

Vice-President, R&D Procurement
Raritan, NJ

May 2012 - October 2016

Led the 200-person R&D Procurement organization for the Pharmaceutical, MedTech, and Consumer businesses managing the procurement activities for \$3.0B in annual R&D spend for drug discovery, pre-clinical, and clinical development.

Merck & Co., Inc.

Senior Director, R&D Procurement

May 2007 - May 2012

Whitehouse Station, NJ

Reported to the Chief Procurement Officer and led the 61-person Global Research Procurement organization that supported \$2.6B of spend in Discovery, Pre-Clinical, and Clinical Development. Managed spend in the areas of chemistry, animals, biology, lab supplies, central laboratory services, early phase clinical study outsourcing, and late-stage clinical study outsourcing. Served on the Global Procurement Management Committee.

Director, Research Procurement

April 2006 - May 2007

Whitehouse Station, NJ

Managed a 16-person Procurement group in Research Procurement that supported the areas of Basic Research, Pre-Clinical Development, and Global Clinical Supply Operations. Gained exposure to the R&D areas from early Drug Discovery through Pre-Clinical Development.

Associate Director, Corporate Services Procurement

November 2004 - April 2006

Whitehouse Station, NJ

Led Global Procurement activities for the HR Services area including Temporary Labor, Employee Medical Benefits, Relocation, Payroll, Training, and Staffing. Placed in the role to influence Business Partners to engage Procurement in the Benefits area for the first time.

Procurement Account Executive, West Point Site Procurement

January 2003-November 2004

West Point, PA

Managed the 15-person West Point Site Procurement group with 9 direct reports. Provided direct support to the Global Categories by managing high risk purchase orders, leading site-specific initiatives, executing site contracts, supporting global sourcing implementation at the local level, and moving spend to preferred suppliers and approved Procurement systems.

Manager, Strategic Outsourcing

April 2001 - January 2003

Whitehouse Station, NJ

Managed multiple GMP intermediate and API outsourcing projects under which Merck technology was transferred to external suppliers in support of the Merck Manufacturing Division. Served as the liaison between Merck and external suppliers during the technology transfers, demonstration campaigns, and regulatory filing phases of these outsourcing projects.

Analyst and Sr. Analyst, Development & Production Procurement

March 1998 - April 2001

Whitehouse Station, NJ

Provided Procurement support for the supply of raw materials and intermediates utilized by the Merck Manufacturing Division in the manufacturing of Merck's products. Responsibilities included preparing strategic business plans, setting standard costs, and tracking purchase price variance for raw materials and intermediates.

BOARD EXPERIENCE

- Drug, Chemical & Associated Technologies Association (DCAT), Board of Directors (2017-Present)
- DCAT, President, 2023
- DCAT, 1st Vice-President, 2022
- DCAT, 2nd Vice-President, 2021
- DCAT, 3rd Vice-President, 2020

EDUCATION

- Masters in Chemistry, Lehigh University
- Bachelor of Arts in Chemistry, Bucknell University