Theresa Webb
Using Research to Build Better Bids & RFP's
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Theresa Webb has 25+ years of experience in both the private and public sectors. Over her career, she has served in various capacities within the procurement profession in the retail, sporting goods, aerospace, chemical and governmental industries related to purchasing, warehousing, and logistics.

Theresa holds a Bachelor's degree in Business from St. Leo University, CPPO and CPPB certifications, a lifetime C.P.M. certification from ISM, and Florida FCCM certification.

She is Purchasing Manager for the Hillsborough County Aviation Authority at Tampa International Airport and responsible for complex solicitations; developing procedures and process instructions; and drafting template documents to streamline processes.

Theresa is currently serving an appointment to the NIGP Research Committee, VP for the Tampa Bay Area NIGP chapter and Public Relations Chair for the Airport Purchasing Group. She has led training, workshops, and webinars over the past 15 years for groups including NIGP, ISM, CAPPO, FAPPO, GPAG and TSAE.

Theresa has authored a number of articles on topics such as benchmarking, professionalism, negotiation, performance measurements, debriefing, and organizational sustainability and was a contributor for an article published by GovPro magazine "Need Product Specifications for Procurement?"