

ROBIN M. BILLUPS

Director, Business Development
Women's Business Enterprise National Council



Robin M. Billups joined Women's Business Enterprise National Council (WBENC) in 2013, to lead WBENC's business development efforts in the West. WBENC is the largest third-party certifier of women's business enterprises (WBEs) and woman owned small businesses (WOSBs) in the U.S. Robin creates business development strategies towards retention and engaging existing corporate members while attracting new corporate member prospects. Collaborating with the WBENC Team, corporate partners and critical stakeholders, Robin assist in achieving corporate supply chain diversity and inclusion goals. The role entails corporate need assessments, evaluating historical activities, illuminating industry best/next practices to develop strategies and implement programs towards a new and/or deeper relationship. The Corporate member(s), WBENC's 14 regional partner organizations (RPOs) and others with a common mission, join forces to address – job creation and revenue enhancing sustainable inclusionary procurement practices while advocating for and empowering WBEs.

Formerly, Robin served as the V.P./Corporate Procurement/National Supplier Diversity Manager with U.S. Bank. Robin developed and implemented Supplier Diversity strategies to diversify the suppliers associated with the bank's operations. Collaborating with internal and external partners, the objective fostered an inclusionary process reflective of the corporation's business model and national footprint. Robin's career commenced in commercial real estate/construction financing with Fortune 500 entities focused in – conventional, secondary market and community development bond/tax credit transactions. She has solid engagement expertise with C-suite, upper and middle management in assessing, creating, leading and implementing strategic/tactical plans, internally and externally, that are goal and mission driven.

Robin is known for her advocacy, coaching, collaboration and transparent straight talk; she is an active panelist/presenter in the areas of diversity/inclusion, corporate procurement processes, community development and motivational speaking.

A native of St. Louis, Mo., Robin is a graduate of the University of Missouri/Columbia and USC alum. Married to Kenneth Billups Jr. with two adult sons – Kenneth III (Malaika Clements Billups and daughter, Ava Sarai) and Jared Preston, both Florida A & M University Alums. The family home is in Inglewood, CA.

Memberships & Community engagement

Board President, L.A. County Parks Foundation
Advisory Board Member, USC Ross MPIRE
Advisory Board Member, USC Supplier Diversity Council
Advisory Board Member, CLIMBINC.org
Board Member, CLA Scholarship Fund
Advisory Board Member, LAUSD Small Business Council
Volunteer, NCNW; NFTE; DIR

Awards

Top Mover/Shaker in L.A. Business, WAVE Newspaper 2013
Supplier Diversity Advocate of the Year – WBEC/West 2012
Advocate of the Year – SCMSDC, 2011