

Client Name

City, State Zip Code • (123) 111-333 • Email • LinkedIn.com/in/

DIRECTOR OF PROCUREMENT

Supply chain leader with well-recognized expertise in reinventing and restructuring key supply chain functions across various business verticals.

15+ years of substantial experience steering and driving cutting-edge improvements in supply chain activities to optimize profitability and cost savings. Demonstrated skills in leading sourcing efforts, devising beneficial sourcing strategies, and negotiating pricing terms to deliver \$MM both in cost savings and revenue for the organization. Known for ensuring stable and uninterrupted supply chain operations through identifying, selecting, and onboarding best-suited suppliers that satisfy company and customer needs alike. Recognized for superb leadership talents focused on assembling and directing high-achieving planning and purchasing teams, while implementing process improvements and identifying potential growth opportunities.

Highly competent in building and operating fully functional and profitable organizations and departments from scratch. Excellent communicator; capable of liaising across various organizational levels, while developing long-term, strategic relationships with clients, Suppliers, and stakeholders to achieve ultimate corporate objectives.

CORE COMPETENCIES

- Global Supply Chain Strategy Building
- Procurement & Sourcing
- Contract Negotiations
- RFQ/RFP Creation
- Cost Control & Minimization
- Team Leadership & Mentoring
- Spend Management
- Process Optimization

PROFESSIONAL EXPERIENCE

Sep 2020 to Present • TERUMO MEDICAL CORPORATION • Elkton, MD

Manager Procurement Indirect (Jun 2022 to Present)

Indirect Purchasing Supervisor (Sep 2020 to Present)

Review and renew annual contracts by evaluating and understanding vendor contract stocking requirements. Process all requisitions and orders in ERP within timely manner and document all required changes in accordance with protocols defined by the organization. Improve knowledge and skills of associates by training on contract review procedures.

- *Analyzed and revised contract for Terumo Puerto Rico, resulting in successful negotiation of \$150K cost-savings and \$50K cost-avoidance.*
- *Delivered \$2M in cost-savings within the first year with the company, along with 3% improvement in vendor management performance and 50% boost in cost-out opportunities that optimized overall savings significantly.*
- *Skyrocketed company growth by developing cost-effective procurement solutions.*
- *Improved customer service by optimizing and accelerating internal processes and enhancing customer satisfaction, gaining maximum number of repeat customers as a result.*
- *Served as a go-to-person for all major correspondences, including contract negotiations, RFQ/RFP, quality assurance/quality control, and material requirements.*

Revenue Improvements • Supplier Negotiations • Strategic Communications • Internal Policies & Procedures

Unprecedented Sales & Profitability Results • Market Research & Analysis • Quality Controls • Cost Reductions

EDUCATION

DEPAUL UNIVERSITY • Bachelor of Arts – Business Administration, Supply Chain Management