# ROBERT SMITH

## Global Procurement Manager

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Accomplished Global Sourcing and Product Development Senior Leader with extensive experience in multiple facets of global supply chain management across multiple diverse commodities and services with a strong background in textiles and supplier management. Managed highly effective teams by motivating and training employees to ensure proper supplier identification, qualification, and development processes were followed.

**2016 – 2017**

### GLOBAL PROCUREMENT MANAGER - ABC CORPORATION

- Oversaw all Capital spending on PPAs for all Labs worldwide.
- Partnered with Finance to ensure all Procurement processes and procedures are complementary in the application, ensuring separation of duties and fiduciary responsibilities are met.
- Provided support to the Bid Proposal Group by identifying and assessing potential suppliers as well as compiling a complete and accurate cost basis for sub-contract scopes.
- Conducted detailed post-contract-award supplier selection as well as compile, issue, and finalize sub-contracts.
- Developed a sourcing strategy across North American and global facilities that provide detailed service commodity strategies that identify objectives, leveraged spend initiative, and milestone timelines.
- Negotiated a national janitorial service agreement resulting in an annual save of 10% or $127 thousand.
- Coordinated implementation of market/category plans to ensure that the underpinning process improvement and procurement activities deliver the expected business value in accordance with the strategic plans.

**2012 – 2016**

### GLOBAL PROCUREMENT MANAGER - DELTA CORPORATION

- Identified re-sourcing requirements for products, including raw material cost impact and country currency impact, by developing product cost analysis.
- Decreased costs 16% for key categories through management of supplier relationships and identification of consolidation opportunities.
- Conducted landed costs analysis in support of North America, European distribution centers and all international warehousing requirements.
- Managed daily functions of procurement with annual spend of $7 Mil.
- for office furniture component (zinc, plastic, aluminum, and metal) and finished good - Supervised master schedulers to adjust capacity and .
- Defined and managed processes, templates, tools, a governance structure and

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staffing surrounding all aspects globally relative to global indirect (IT,.
- Led a global team tasked with identifying and negotiating cost savings, risk mitigation and operational efficiencies through managing working .

## EDUCATION

Associate In Business

## SKILLS

Global Sourcing, Purchasing/Procurement, Leadership/Management, Product Development, Strategic Planning, Supply Chain, Inventory Management.