

Strategic Sourcing Specialist

ROBERT SMITH

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Objective

Looking for a stable and growing company that could use talent and experience, where could make a difference and contribute to the company's success. Over fifteen years of experience coordinating customer care, purchasing/strategic sourcing and sales activities in several fast paced business environments.

Skills

Procurement, Sourcing, RFx Management, Stakeholder Management, Category Management, Supplier Management.

Work Experience

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ABC Corporation - March 2005 - May 2014

- Responsible for managing national and international customer online bids and reverse auctions with bid value ranging from 3MM to 100MM, using e-sourcing tools as Emptoris, Ariba, Ketera Sourcing and customer owned eTools.
- Increased sales on newly upgraded National Account from \$500,000 to \$3.2 MM in one year.
- Implemented approximately \$1.5MM worth of new business in awarded by a top National Account.
- Increased sales dollars and GP by 34% in first quarter.
- Increased sales dollars by 14% and volume by 100%.
- Developed mitigation strategies with suppliers, establish quantity contracts and forecast usage.
- Eliminated and introduced suppliers so as to enhance the value stream amongst product families.

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Delta Corporation - 2003 - 2005

- and for all Nestle operating companies.
- Executing the strategic sourcing activities that align with the 7-Step procurement process.
- Drive cost savings through the office supply contract.
- Managed a competitive bid for cell phones that resulted in a standardization of cell phones nationwide.
- Develop strategic sourcing plans to engage passive candidates for IT and Finance roles Tasked with sourcing on Hard to fill positions for client .
- Identify potential candidates utilizing various recruiting tools including Monster, CareerBuilder, Dice, internal database, referrals, networking .
- Advanced Boolean search skills.

Education

