

ROBERT SMITH

Strategic Sourcing Specialist III

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

A results-oriented, articulate professional with extensive Procurement experience. Customer service focused as a Strategic Sourcing Specialist, Procurement Manager, and Project/Product Manager. Hands-on problem solver with exceptional analytical, communication, and negotiation skills consistently capable of securing favorable outcomes resulting in both cost efficiencies and streamlined operations.

CORE COMPETENCIES

Contract Negotiation, Ariba-based Sourcing, Forward, Reverse Auctions, RFP, RFI, RFQ Leadership, Client Service Focus, Knowledge of Software Licensing Contract Terms, Excellent Communication, Vendor Management, Vendor Relations, Analytical, Procurement, Sourcing, Ariba, Leadership.

PROFESSIONAL EXPERIENCE

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ABC Corporation - June 2012 – March 2014

Key Deliverables:

- Identified cost savings opportunities (10%-50%) for Activisions Marketing campaigns by streamlining Production requirements.
- Structured a strategic procurement focus within an extremely successful creative environment.
- Warner Bros.
- Managed strategic sourcing process within a cross-functional framework handling domestic Production and Post Production requirements.
- Achieved 15-25% total cost reduction for multiple internal WB clients including Tech Ops, Marketing, Home Video, Animation, and Sound.
- Streamlined home video creative processes resulting in substantial cost efficiencies for DVD Production (cradle to grave) and associated Digital products.
- Developed supplier rating system metrics used throughout WB.

Strategic Sourcing Specialist

Delta Corporation - 2007 – 2012

Key Deliverables:

- Responsible for Talent Acquisition for Finance/ Shared Services, Information Systems, Purchasing, Aftermarket, Trailer and Communications for .
- Implement the sourcing strategy for each search, and source candidates for job searches from networks, approved websites, direct sources, internal .
- Monitor and screen all candidates who apply to job postings Develop an effective compelling presentation to sell the job and company to prospective .
- Include completing bids for new business in the aerospace and shipbuilding industry.

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- Source items like cutting tools, abrasives, cleaning supplies and chemicals, to find cost savings to current or new business.
- Complete multiple bids at one time for different customers.
- As a member of the Pricing and Vendor Relations department, responsibilities included sourcing support for 12 base supply stores, online customers, .

EDUCATION

- M.B.A. - (Pepperdine University)