

Objective

Results-driven, consultative Corporate Recruiter with successful business results in the automotive industry and work environments who thrives in collaborative, problem-solving environment. Recognized for being approachable and easy to work with and capable of making difficult business decisions. Seeking career opportunity to grow and advance with a financially strong organization focused on continuous improvement.

Skills

Sourcing, Negotiating, Vendor Management, Customer Service, Relationship Building.

Work Experience

Jr. Strategic Sourcing Specialist

ABC Corporation - 2016 – 2020

- Identified and interfaced with key internal customers and stakeholders to understand current and future business requirements.
- Compiled and synthesized both business requirements and external market conditions to develop commodity strategies.
- Developed key savings drivers for commodities across multiple levers - price, cost, demand and process.
- Developed Request for Information (RFI), Request for Quotation (RFQ), Request for Proposal (RFP) or reverse auctions to facilitate development of sourcing strategy.
- Developed commodity strategy recommendations and leads implementation of sourcing strategy Partnered with Supplier Diversity efforts to creatively include MWBE in supplier selection process.
- Contributed to environmental friendly purchase efforts.
- Conducted comprehensive supplier analysis.

Strategic Sourcing Specialist

Delta Corporation - 2008 – 2013

- Certified Purchasing Manager C.P.M.) Executed the complete sourcing process for capital packaging and process equipment (all organization wide .
- Sources of supply included domestic and international suppliers Work directly with packaging and process engineers in development of new product .
- Commodities included maintenance/facilities, capital equipment, IT, construction, etc Procured additional commodities inclusive of IT equipment and .
- Responsible for an office supplies procurement program worth over \$300,000 annually Serves as an account manager for sourcing and procurement events .
- Support, review and update commodity strategies and provide guidance to buyers and other team members as necessary, by working with customers on .
- Specializing in the procurement of shortage, long lead time electronic components.
- Negotiated both procurement price from supplier, and selling price with customer to ensure high profit margin.

Education

BS in Business Administration - (New Mexico State University - Las Cruces, NM)