

ROBERT SMITH

Assistant Strategic Sourcing Specialist

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To obtain a position with an established company that permits growth on a personal and career level. seeking to use leadership, shipyard, sourcing and warehousing experience to perform in acquisition base environment.

2015 - 2020

ASSISTANT STRATEGIC SOURCING SPECIALIST - SMITHS DETECTION

- Lead and manage strategic sourcing responsibilities for direct materials on project specific programs for Smiths Detection Inc.
- Improved customer and vendor relationship & price reduction through category management principles reduction overall unit cost in 2015 by 30% and established understanding of price and cost drivers.
- Ensured the success of an operational transition after plant closure and relocation to another.
- Planned sourcing strategy implementation, carried out supplier selection process, conducted supplier negotiations & finally implemented supplier transition.
- Conceived and developed complex analytical & pricing models.
- Developed and conducted negotiation strategies to maximize value across price, service and quality elements.
- Evaluated the accuracy of Google web advertising.

2008 - 2013

STRATEGIC SOURCING SPECIALIST - DELTA CORPORATION

- Developed and executed sourcing strategies and tactics to select the source RFPs & RFQs, bid evaluations, supplier evaluations, development of negotiation strategy, negotiation documents, and supplier performance metrics.
- Collaborated with internal and external partners (e.g., finance, legal) to meet business objectives and ensure control and compliance requirements across business & contract agreements.
- Executed standard risk mitigation and business continuity; cost management and operations strategies; identified common contract risk areas.
- Facilitated contract compliance by ensuring proper communication of requirements score cards, monthly interlocks, performance, future plans, & risk alignment.
- Trained suppliers on contract development with tier two vendors, supply positioning strategies & expectations.
- Facilitated & lead impacts mid/long term strategies and direction specific to business segments.
- This is Dummy Description data, Replace with job description relevant to your

current role.

EDUCATION

Bachelors of Science in Supply Chain Management - (UNIVERSITY OF HOUSTON - Houston, TX)

SKILLS

Procurement, Contract Negotiation, Microsoft Office Outlook, Excel, Word 2010, PowerPoint, Access, And Windows 2010, AS400, SAP, Oracle, IDM3, Outlook, ScandAll21, Paint.Net And Lotus Notes.