

ROBERT SMITH

Associate Strategic Sourcing Specialist

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

SUMMARY

Results-driven, consultative Corporate Recruiter/HR Generalist with successful business results in multiple industries 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.

CORE COMPETENCIES

Training & Team Mgmt, Salesforce, Lead Generation & Pipeline Management, Sales Campaign Mgmt & Product Launch, MS Word & Excel, SAAS.

PROFESSIONAL EXPERIENCE

Associate Strategic Sourcing Specialist

ABC Corporation - 2013 – 2013

Key Deliverables:

- Responsible for global spend portfolio of \$80MM with over 150 different raw materials.
- Identified raw material synergies by consolidating sources of supply to leverage volume and drive value.
- Negotiated contracts and agreements for divestitures, acquisitions, mergers, and joint ventures.
- Provided commercial support for raw material sourcing by developing supply strategies designed to deliver material and services at the lowest cost.
- Led Six-Sigma team for a Wind Energy Project, saving \$1.5MM in raw material costs while building critical supplier relationships globally.
- Collaborated with various business leaders and groups to identify raw material savings opportunities, mitigating supply risk and avoiding plant shutdowns.
- Identified \$5-7MM in annual savings by resourcing key raw materials.

Strategic Sourcing Specialist

Delta Corporation - 2008 – 2013

Key Deliverables:

- Developed global and domestic (8 manufacturing facilities in China) commodity sourcing strategies Identified and sourced key suppliers to source .
- Evaluated performance for key suppliers, and communicated with suppliers to meet budget and volume requirements.
- Maintained supplier relationships and updated business vision and sourcing strategies to align with global Supply Council objectives Responsible for .
- Develop, implement and maintain sourcing strategies Build, document and update process improvements by developing SOPs Qualify and select .

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- Negotiate contracts to validate global and regional supply agreements Implement reports to track savings, compliance and service level agreements .
- Perth, Western Australia, Australia Participated and provided leadership across various sourcing projects for Business Units (BUs) across the .
- Management of the west coast labor category including sourcing strategy development, ongoing market research and contract management functions.

EDUCATION

Bachelor of Health Care Administration in Health Care Administration -
(Northwood University - Midland, MI)

