

## PROCUREMENT ANALYST

### Accomplishments

- New Professional Organization Attend seminars and events relevant in today's business market.
- Karass Effective Negotiating Training to develop key negotiating skills Six Sigma Yellow Belt Certification.

### Professional Experience

Company Name March 2012 to Current Procurement Analyst

City , State

- Performs strategic sourcing of MRO (Maintenance, Repairs, and Operations) items for the company's North American manufacturing locations as well as supplier management of the strategic suppliers - spend \$70M+ Sourcing functions include contract strategy development, issuance of contract RFQs and RFPs, supplier proposal analysis, negotiations, awards and implementations.
- Responsible for all supplier performance and the on-going management of strategic supplier relationships.
- Creates integrated processes among internal functions (e.g., operations, purchasing and logistics) and outside suppliers.
- Support teams in conducting negotiations with financial/bid analysis and developing talent Assists in the development of the global commodity strategy and the implementation plan to leverage opportunities across sub-commodities and monitors compliance in order to capture savings.
- Demonstrates execution and leadership in commodity management, strategic sourcing, portfolio management, Total Cost of Ownership, value chain analysis, supplier relationship management and implementations across the enterprise globally.
- Understands the strategies, demands, and requirements of the enterprise and works to develop global commodity strategies that are consistent with short and long-term strategic plans.
- Analyzes the demand side for a commodity by completing spend histories and demand forecast, by identifying current suppliers, determining procurement involvement, historical contract compliance, and demand segmentation to enable the identification of demand side opportunities.
- Works collaboratively with the Procurement Services peers to prioritize opportunities and allocate resources.
- Identifies near and long-term opportunities within the commodity spend portfolio through market and business intelligence and interaction with Resource Units that will add value.
- Builds clear business cases/value propositions with supporting details to define the identified opportunities.
- Develops cascading implementation/transition plans to execute commodity sourcing strategies.
- Captures lessons learned throughout the execution of the sourcing strategy Work with team members to develop depth of procurement knowledge and skills.

November 2010 to March 2012 Utility Technician

City , State

- Blast Furnace laborer for day to day maintenance and operations to help in steel making application.
- Coke and Line laborer assists in day to day supply of raw material to fuel the blast furnace operation.

Company Name May 2009 to August 2011 Life Insurance Sales Agent

- Obtained Pennsylvania Insurance License.
- Established candidates for custom insurance packages, including life and auto insurance.

Company Name May 2009 to November 2010 Personal Trainer

City , State

- Created custom training programs for 100+ clients per week.
- Helped retain customer base and built new client list.

### Education

California University of Pennsylvania 1 2010 CCAC City

Ringgold Senior High School 5 2009 Bachelor of Science : Marketing Marketing

### Skills

business intelligence, commodities, client, clients, financial, Insurance, leadership, logistics, market, Works, monitors, negotiations, enterprise, processes, Procurement, proposal, purchasing, relationship management, Repairs, strategy, strategy development, strategic, strategic plans, training programs

### Additional Information

- CERTIFICATIONS National Academy of Sports Medicine (NASM) Certified Personal Trainer May 2009 - May 2011 Life Insurance License August 2009 - August 2011