

Способы связаться

www.linkedin.com/in/katyshevamaria (LinkedIn)

Основные навыки

Negotiation
Procurement
Purchasing

Languages

Russian (Native or Bilingual)
German (Elementary)
English (Full Professional)

Certifications

Hootsuite Certified Professional

Maria Katysheva

Strategic Sourcing Partner at Salesforce
San Francisco, California

Общие сведения

Successful supply chain and business management professional with MSc and expertise in SaaS products and manufactured product sales. Specific strengths in project management, customer service, procurement, and 3PL for a variety of applications. Time-tested record of achievement, managing all technical aspects of highly intricate projects, solving issues complex datasets, design, and industry standards. Effectively leads teams and provides supply chain support, developing new processes through ongoing maintenance, defect resolution, and enhanced fulfillment solutions. Comprehend and interpret complex datasets, designing advanced logistics process, and performing cost estimation. Strong negotiator and experienced contracts manager, identifying methods of synergy to capture additional cost savings and quality benefits.

Опыт работы

Salesforce

Strategic Sourcing Partner -Corp IT Network and Telecom
ноябрь 2018 - Present
San Francisco

eMotorWerks, Inc

Logistics Operations Admin
сентябрь 2017 - сентябрь 2018 (1 год 1 месяц)
San Carlos, CA

Managed all logistics and customer service insights for web store orders, coordinating with international customers and reviewing all freight invoices for accuracy. Oversaw all shipments and maintained documentation in order to properly execute the Return Merchandise Authorization process. Dealt with sourcing issues proactively and oversaw stock levels to ensure effective inventory management practices across the organization. Managed projects from initiation to final deliverables, collaborating with each department to ensure effective communication and milestone achievement.

Select Accomplishments:

- Coordinated and planned all corporate events.
- Successfully managed new office building, including scheduling and managing construction crews, scheduling, and proactive troubleshooting – delivered within timeframe and budget.
- Collaborated with software developers and ensured all web store and order processing software made all fulfillment and business operations more efficient and effective.
- Assisted with ShipRush software and Joomla order processing systems integration.
- Worked with diverse and multi-functional team to set up the order processing and logistics process for a new office in Germany.

Salesforce

Procurement Analyst

май 2016 - январь 2017 (9 месяцев)

San Francisco

Maintained all technical hardware for business process issues, including IT Hardware, Mobility, R&D, standard IT, IT infrastructure, and software. Identified and managed business process issues, capturing cost savings opportunities and driving supply chain enhancements to improve departmental bottom-line. Facilitated the Procure-to-Pay process and created new purchase requisitions. Reported on metrics in support of business needs.

Select Accomplishments:

- Successfully managed and resolved vendor escalation issues, serving as a liaison between suppliers, stakeholders, and sourcing department.
- Assisted accounts payable with invoice matching and updated provisioning documentation and dashboards across the organization.
- Developed business justification for release of Purchase Orders in Coupa.

ENACT Systems Inc.

Marketing Coordinator, Intern

сентябрь 2015 - декабрь 2015 (4 месяца)

ENACT Systems is an end-to-end application for businesses in the distributed energy sector, which simplifies the sales process for commercial and residential solar energy projects.

<http://enact-systems.com/>

Responsibilities:

1. Conducted qualitative and quantitative market research.
2. Managed marketing budget, procured materials needed by Customer Support and Sales.
3. Planned, executed, and managed campaigns across multiple-channels.
4. Tracked campaign analytics and made strategic changes as needed.
5. Prepared reports and generated leads for executive management in Sales and Business Development.

Variant - S

Senior Procurement Manager

сентябрь 2010 - декабрь 2014 (4 года 4 месяца)

Костромская область, Россия

ООО "Variant- S" is a chain of retail stores, a cheese factory, a large-scale bakery, pharmacies and farms.

- Oversaw all suppliers and created a strong and multi-faceted supply chain partnership program – negotiated best available prices, promotions, and terms.
- Monitored quality of materials and tracked all purchase orders to ensure contract agreements were effectively met and managed.
- Performed market research and developed strategies to minimize expense and enhance profits across categories.
- Developed and monitored effectiveness of Service Level Agreement – drove change management processes and delivered continuous service improvements.
- Assisted in the integration of a new ERP system, performing audits to assist in a revenue increase of 20% within the first three months of implementation.

Otis Elevator Company

HR department intern

март 2010 - июнь 2010 (4 месяца)

- Referred issues to senior HR staff.
- Assisted departments with recruitment by acting as a liaison between agencies and advertisers.
- Coordinated prospective candidates, conducted interviews and administered offers.
- Conducted training and on-boarded new staff.
- Researched market salary rates for the annual staffing budget review.
- Responded to other ad-hoc queries from other personnel in the company.

Образование

International Technological University (ITU)

Master's degree, Engineering/Industrial Management · (2017 - 2018)

University of California, Berkeley

Global business management/Marketing · (2015 - 2015)

Russian Academy of Public Administration under the President of the Russian Federation

Master's degree, State and municipal administration (Focus on World economy and foreign trade management) · (2005 - 2011)

Moscow International Higher Business School MIRBIS (Institute)

Bachelor's degree, Corporate Management (Focus on Strategic Management) · (2005 - 2010)