Philipp Floesser

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EDUCATION

Auburn University   Auburn, AL
Bachelor of Science in Business Administration   May 2021
Major: Supply Chain Management   Major GPA: 3.87
Honors: Cum Laude

RELEVANT COURSEWORK

- Enterprise Management of Big Data
- Predictive Modeling
- Information Analysis
- Business Analytics

WORK EXPERIENCE

Parker Hannifin, Aerospace Group—Leadership Development Program

Procurement Specialist

July 2022 to Present   Kalamazoo, MI

- Prepared and executed negotiation strategy for a Long-Term Contract valued at $25.9MM. Utilized competitive bidding and market research to achieve $1.5MM in cost savings & successfully reported consolidated results to leadership for final approval.
- Performed efficient tactical purchasing by coordinating quotes, reordering, and spot buying from a diverse supplier base of 27 vendors while maintaining strong relationships.
- Conducted analyses to identify suitable components for Kanban stocking initiative.
- Spearheaded a team to improve average days payable across the division from 78 to 82 days. Achieved success through cross-site harmonization, negotiating extended payment terms on long-term agreements, and streamlining purchase ordering.

Demand Planner

June 2021 to June 2022   Camarillo, CA

- Developed a site-wide sales forecast tool by utilizing historic data, exponential smoothing, and multivariate regression techniques resulting in a mean absolute error of only 8.8%.
- Collaborated with cross-functional departments and provided updates on key performance indicators including safety, quality, delivery, and cost at daily value stream stand-up meetings in support of monthly sales targets of $1.4MM.
- Established a make vs buy decision tree for parts frequently impinging lead times which ultimately helped avoid stock outs to production while minimizing total impact to cost.
- Implemented a data-driven safety stock strategy to address customer shipment delay concerns resulting in 100% on-time deliveries.

RELATED SKILLS

- Microsoft Suite: Microsoft Excel Expert Certified
  - Skills include Vlookup, PivotTables, Macros, Solver, Stattools, @Risk
- Data Management: SAP & ERP Systems, Tableau, Access, IBM LotusNotes
- Technical: SQL, Python for Financial Analysis, Data Visualization with R
- Strong interpersonal skills with demonstrated ability to effectively communicate and collaborate with others.