

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 Lime 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

- CERTIFICATIONSNational Academy of Sports Medicine (NASM) Certified Personal TrainerMay 2009 - May 2011Life Insurance LicenseAugust 2009 - August 2011