

Roseline Dangazela

Enterprise Procurement | Pre-Sales & Sourcing Advisory | Procurement SaaS

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PROFESSIONAL SUMMARY

Procurement professional with hands-on experience supporting **enterprise sourcing initiatives, RFPs, bid evaluation, pricing analysis, and scenario-based decision making**. Strong ability to work closely with internal and external stakeholders to **structure complex sourcing challenges** and translate business needs into **clear, practical, technology-ready procurement solutions**. Experienced in procurement analytics, documentation, and workflow design, with a strong interest in **digital and AI-driven sourcing platforms**. Comfortable partnering with Sales, Product, and Customer teams in fast-paced, customer-facing environments.

CORE SKILLS & EXPERTISE

- Enterprise Procurement & Strategic Sourcing
- RFP / RFQ Structuring & Bid Evaluation
- Scenario Analysis & Cost Modelling
- Supplier Evaluation & Negotiation Support
- Direct & Indirect Spend Analysis
- E-Sourcing & Digital Procurement Tools
- Procurement Process Design & Documentation
- Customer Advisory & Stakeholder Management
- Pre-Sales Support & Solution Explanation
- Advanced Excel (Power Query, Lookups, Automation)
- Procurement Analytics & Reporting (Power BI)
- Cross-Functional Collaboration (Sales, Product, CS)

PROFESSIONAL EXPERIENCE

Procurement Administrator / Tender & Cost Analyst

Hinc Group Pty Ltd – Pretoria, Gauteng

April 2024 – Present

- Support **enterprise-level sourcing and tender processes**, including RFP structuring, supplier evaluation, and pricing analysis.
- Work closely with internal stakeholders to understand sourcing objectives, constraints, and success criteria.
- Design **bid comparison models, pricing frameworks, and scenario analyses** to support procurement decision-making.

- Provide hands-on guidance during sourcing events, including quotation analysis and supplier clarification.
- Translate complex sourcing workflows into **clear documentation and structured data** for reporting and system use.
- Collaborate cross-functionally with commercial, operational, and technical teams.
- Automated tender research and data preparation workflows, reducing cycle time by **70%**.
- Contributed to a **75% tender success rate**, increasing awarded projects by **20%**.

Office Assistant – Procurement & Operations Support

Chix Marketing – Pretoria, Gauteng

August 2020 – January 2024

- Supported procurement and sourcing activities across indirect spend categories.
- Maintained supplier records, procurement documentation, and sourcing data.
- Assisted with quotation analysis, internal stakeholder coordination, and reporting.

EDUCATION

Bachelor of Computer Science

University of the People, USA (2023 – Present)

CERTIFICATIONS

- Business Development – Brooklyn City College (2022 – 2024)