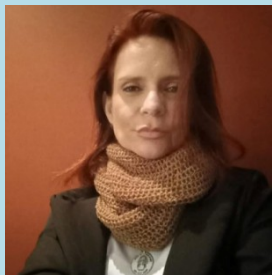


Rosana Galhardi 罗莎娜·加尔哈迪



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Rio de Janeiro – RJ – Brazil

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Qualifications Summary:

- Professional with over 20 years of experience in **Supply Chain Management (SCM)**, specializing in **Procurement and Strategic Sourcing, Contract Management, Negotiation, and Direct and Indirect Purchasing.**
- Fluent in **English, Spanish, French, and Italian**, with basic proficiency in **Mandarin**
- **TOEFL** certification.
- Certified in **CSCP** and **CSPP** by APICS.

Professional Highlights:

- **Target Industries:** Extensive experience in **Oil & Gas, EPCI, and Energy**, leading sourcing and strategic purchasing initiatives.
- Developed a **Center of Process Excellence** to eliminate inefficiencies and reduce costs.
- **Strategic Leadership:** Managed end-to-end procurement activities, aligning sourcing policies with specifications and budgets.
- Leadership in **supplier performance reviews**, logistical problem-solving, and optimization of delivery processes.
- **Negotiation and Contract Management:** Skilled in negotiating optimal costs, delivery terms, and executing purchase orders aligned with assigned categories.

Technical Skills:

- Proficient in tools such as **Maximus, Oracle, AMOS, SAP MM, SAP Ariba, IFS, Excel**, and **BI**.
- Expertise in **Strategic Sourcing**

Experience

COOEC - Procurement sub-centre · Full-time

Senior Procurement Specialist

Apr 2024 - Present · 9 mosApr 2024 to Present · 9 mosAmericas & Europa for COOEC - EPCI (Company group) · On-siteAmericas & Europa for COOEC - EPCI (Company group) · On-site

At COOEC America and Europe sub-center, my role as a Senior Procurement Specialist is defined by a relentless pursuit of cost savings and process excellence in strategic sourcing. My engagement with EPCI - COOEC America and Europe epitomizes my commitment to aligning procurement strategies with organizational goals and compliance across diverse regulatory landscapes.

The strategic agreements I've established in Brazil reflect my expertise in navigating complex procurement and sourcing challenges. Through collaborative efforts, our team has delivered substantial fostered robust supplier relationships, ensuring integrity and reliability in the Oil & Gas industry's supply chain.

SBM Offshore

Project Sr Buyer

2023 - Jan 2024 · 10 mosApr 2023 to Jan 2024 · 10 mosRio de Janeiro, Brazil · HybridRio de Janeiro, Brazil · Hybrid

Project Buyer through temporary. Responsible to source, negotiate and purchase equipment/services in line with quality and technical Project requirements while ensuring that any Procurement activity complies with LA Group Supply Chain Strategy processes. Project for integrity and reliability campaign of the SBM FPSO ESS/Shell for the in 2023. 21MM \$ get the target with 10% saving.

Global Group Comércio e Soluções

Strategic Sourcing, Procurement and Contract Lead

Sep 2015 - Jan 2024 · 8 yrs 5 Hybrid

Development of the company's strategic sourcing, procurement, Buyer, Contract analisys. Agregate savings values, Analyse and and management of all Clients contracts clients.

- Manage and analysis Procurement Contracts and Chart Contracts (Abasgavoy, BIMCO, Voyage, etc.) with big players as Kincaid, Pinheiro Neto Avocados, Carbone, etc.)

- Use strategic sourcing contracts medodology for: Subsea Customers, exploration and production operators, expert with equipment's for Drilling (Upper Completion and Lower Completion), FPSO, Floatel: - Training SCM professionals in methodology strategic sourcing, contracts, categories, inventory control, usual equipment's for O&G, such as strategically tips purchases for Join with efficiency SCM team and operational team in order to get the target growth and competitiveness

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models and the application of **Artificial Intelligence (AI Prompts)** for business and SCM processes.

- Advanced knowledge in project management tools and market analysis. **Achievements and Initiatives:**

Mentor in **Strategic Sourcing, Total Cost of Ownership (TCO), and Market Intelligence in Procurement**, delivering over 180 hours of training to SCM teams (average of 10 students per class).

- Implementation of Strategic Sourcing methodologies, including:**
- Category Management:** Internal and external analysis, supply strategies, negotiation, and contracting.
- TCO Cost Models:** Focus on OPEX and CAPEX purchases.
- Market Intelligence:** Applied to procurement through cost drivers and BI tools.

Education

IFF - Instituto Federal Fluminense
Chemical Technician
1991 - 1995

Pontifícia Universidade Católica do Rio de Janeiro
Bachelor of Applied Science - BASc,
Programação de Computadores - Aplicativos
Específico
Feb 1996 - Nov 1999

Universidade Federal Fluminense
Bachelor of Applied Science - BASc,
Accounting Science Jul 2003 - Feb 2010J

Texas A&M University
Bachelor of Commerce - BCom, Supply Chain
Management Feb 2012 - May 2013

FGV - Fundação Getulio Vargas
Master of Business Administration - MBA,
International Business (Gestão de Comercio
Exterior e Negócios Internacionais) Jul 2010 -
Jul 2012

Massachusetts Institute of Technology
Economic Analysis for Business Decision,
Business Administration and Management,
Jun 2017 - Sep 2017

Superior Energy Services · Full-time Procurement Sr Coordinator

Sep 2013 - Sep 2015 · 2 yrs 1 m

Department in order in order to create and organize all frame agreements, procedures, work close with other SCM, Legal, QHSE departments controlling all frame agreements, procedures, KPI and target the goal following Compliance and Policies.

Halliburton

Contract, Strategic Sourcing & Category Lead LA

Full-time · 3 yrs 11 mos On-site

Mar

2011 to Sep 2013 · 2 yrs 7 mos

Responsible for management of all LA categories Contracts specialist in equipment for chemical and chemical products (raw material, mixtures and final material), product lines and SCM department and Bids for Latin America, Strategic Sourcing methodology, Latin America. Participates in and supports category councils as directed by Global VP Director. Managing all Contract and Category LA Analyst around Latin America in Order to answer also Global SCM Manager. Responsible for management of all LA categories Contracts specialist in equipment for chemical and chemical products (raw material, mixtures and final material), product lines and SCM department and Bids for Latin America, Strategic Sourcing methodology, Latin America. Participates in and supports category councils as directed by Global VP Director. Managing all Contract and Category LA Analyst around Latin America in Order to answer also Global SCM Manager.

Strategic Sourcing Analyst

Nov 2009 - Feb 2011 · 1 yr 4 mos

Macaé, Rio de Janeiro, Brazil

Direct Purchases Sourcing of > USD 15 MM for Chemicals, Raw Materials, Fluids, Stimulation, Production, Cement Product and Service Line.

Indirect Purchases Sourcing of > USD 10 MM Facilities, IT, Telecom, Innovation and Sustainability categories.

Lead capture process. Identify and develop suppliers, develop strategies to improve and optimize the sourcing process. Negotiating better values and complex contracts, including services, licenses, support, implementations, solutions, equipment in accordance with internal policies. Identifying new sourcing opportunities and process changes through spend analysis, market research and internal interactions. Leading and supporting discussions during execution of RFI/RFQ/RFP/claims and strategic service provider selections. Lead capture process. Identifying and developing suppliers, strategies to improve and optimize the sourcing process.

Obtaining a cost reduction of 29% of expenses, expected goal to 21% expected by the organization.

Modec International Inc.

Procurement Sr

Jul 2005 - Oct 2009 · 4 yrs 4 mos

Procurement Senior (Project Buyer on FPSO Fluminense responsible in order to assist a Procurement Software implementation (Project Tools), creating SCM Flow and Procedures through outsourced contract with WOOD GROUP CONTRACTING contracted by Modec INC.)

November 2005 contractec directly by Modec as National and International Procurement Sr. for high specification items and

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Massachusetts Institute of Technology
Building and Leadership Effective Teams, Apr
2018 - Nov 2018

Landmark

Best Negotiating Practices , International
Business Oct 2021 - Nov 2021Oct 2021 -
Nov 2021

Faculdade de Roseira - FARO

Bachelor of Engineering - BE, Engenharia
Mecânica Apr 2024 - Jul 2027

Confucius Institute

Associate's degree, Mandarin HSK 1
Mar 2024 - Jan 2026

Languages

Portuguese (Native or Bilingual)
English (Native or Bilingual)
Spanish (Native or Bilingual)
French (Professional Working)
Italian (Advance)
Mandarin (Chinese) 中国人(Elementary)

Certifications

Certified Supply Chain
Professional(CSCP)
Certified Sourcing Procurement
Purchasing (CSPP)

Honors-Awards

Society Member from Brazilian Navy
(SOAMAR)

International purchases for , FPSO Rio de Janeiro, FSO Macaé , FPSO
Niterói, FPSO Angra dos Reis and FPSO Santos.
National and International Procurement Material and Services in
Brazil and overseas, in a timely manner following the Purchasing
Procedures; Source for new qualified vendors in Brazil and out of
Country; Update system records; Issue Saving Reports and Cost
Control for new Projects' Tenders trough Modec Brazil and Modec
Singapore/Houston.

Purchasing Assistant

Subsea 7

Apr 2002 to Jun 2005 · 3 yrs 3 mos
National and International Purchasing. Internal customer service;
Reception of requests; Market analysis; Bidding; Price analysis;
Negotiation; Purchase Order Making. Responsible for Locknagar and
Seaway Harrier

Professional Profile:

- Results-oriented and collaborative professional committed to continuous improvement in supply chain processes and outcomes.
- Expertise in bridging the gap between suppliers and internal entities, ensuring compliance with regulatory frameworks and on-time delivery.
- Strong background in structuring supply chain strategies and detailed performance indicator analysis.