

BOXI XU

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EDUCATION

Massachusetts Institute of Technology, Cambridge, MA

Expected Jun 2017

Master of Engineering in Logistics

- Awarded SCM tuition fellowship

Nanyang Technological University (NTU), Singapore

Aug 2009-Jun 2013

Bachelor of Engineering, Materials Science and Engineering (First Class Honors)

- Lee Kuan Yew Gold Medal (top 1 student in MSE class 2013, GPA - 4.86/5.00)
- Khoo Teck Puat scholarship for full tertiary education in Singapore
- NTU MSE Leadership Excellence Award, 2012
- Extra-curriculum activities: school club treasurer (2012) and business manager (2011)

PROFESSIONAL EXPERIENCE

ExxonMobil Asia Pacific Pte Ltd, Singapore

Procurement Associate – Global Marine Transport for Chemicals

Jul 2015 – Jun 2016

- Asia Pacific lead for procuring container shipping services
 - Collaborated with global colleagues to conduct annual global tender (200M USD/year) for all container shipping services required by ExxonMobil (mainly for Chemicals)
 - Responsible for the Asia Pacific portion (60M USD/year)
 - Negotiated with 10+ major international shipping lines to strive for savings
 - Achieved 19M USD savings globally and 10M USD savings for Asia Pacific
- Global lead for procuring freight forwarding services
 - Managed key global contracts for outbound freight forwarding from US, Singapore, Europe and Middle East
 - Achieved overall 6% annual saving (300k USD worth) across all contracts for the 2-year strategic contracts extension exercise
 - Actively initiated and maintained internal price benchmarking on freight forwarding services and provided market intelligence and advisory to internal client
 - Supported key corporate initiatives (e.g. growth in North America and Middle East) and been awarded “Circle of Excellence” for active contribution for simplifying the freight forwarding contracts in Middle East

Procurement Associate – Road Transport for Bulk Fuels

Jul 2013 – Jun 2015

- Sourced in tough markets for capable petrochemical logistics service providers from limited market players
- Managed procurement contracts across 11 countries in Asia: Southeast (Singapore/Thailand), North (China/HK) and Oceania (New Zealand, Australia and Pacific Island)
- Led 7 bidding or single source negotiation in one year, with 4 contracts achieved rate reduction
- Managed strategic relationship with key suppliers to secure service reliability

Other Experience

- Sales promoter at Yacht 21, a Singapore local clothes shop Dec 2012 - Jan 2013
- Peer tutor at NTU Aug 2012 - Dec 2012
- Warehouse intern at ExxonMobil Singapore Jul 2011 - Dec 2011

ADDITIONAL

Language:

- Fluent English and Mandarin, Basic French

Interests

- Jogger, regular cyclist and occasional marathoner
- Avid reader and impromptu blogger
- Passionate traveler and photographer hunting pleasing views