**MIRIAM V. JORGE**

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**OBJECTIVE** Performance-driven Professional in the CPG Food Industry is looking to apply her skills as a successful Vendor negotiator to maximize Trade Spend usage, P&L profitability and Categories sales growth. I offer 18+ years of experience in Procurement, positive and creative thinking, and the ability to influence diverse cross-functional teams to achieve objectives and meet critical deadlines in fast-paced environments.

**EDUCATION** 1997 - Universidad Internacional de Las Americas, San Jose, Costa RicaMBA., International Trade and Economics Science.1992 - Universidad Internacional de Las Americas, San Jose, Costa RicaBS., International Trade and Economics Science.

**EXPERIENCE** 2010 – 2011 Ken’s Foods, Marlborough, MA**Purchasing Manager**

* In charge of sourcing all raw materials for the Marlborough facility, making sure their quality meet our specs
* Development and Implementation of a Vendor Scorecard
* Review and analysis of reports to discuss sales opportunities with Marketing
* Follow up on a Kanban system for products on outside storage, looking to reduce the use of space, cost of warehousing and to follow a Lean manufacturing practice
* Review of Bill of Materials to develop ways of using different raw components to save $$
* Developed and implemented Marketing strategies to launch new items
* Reduced the on hand cost of Inventory by 15% in 6 months, keeping a service level of 98%.
* Negotiation of new contracts for major Vendors that resulted in $500,000 in cost savings during the first 6 months.
* Creation and implementation of a Pallet sizing program to alleviate the receiving and slotting process. This also helped speed up the cooking process in the kitchens by having just one pk/size SKU, resulting in more savings for the manufacturing department.
* Extensive knowledge of MRP and ERP systems

2006 – 2010 C&S Wholesale Grocers, Hatfield, MA**Merchandising Analyst Perishables**

* Increased the Private Label revenue by 10% from 2008 to 2009.
* Developed Truck Load deals and other marketing programs that resulted in over 200K in extra profits for the Dairy department in just 6 months.
* Negotiation of contracts with Vendors and design of the Dairy flyer for about 280 Independent stores. This resulted in 9% of increased revenue between 2008 and 2009
* Preparation and analysis of Food show deals that generated 12% sales increase per event, year after year from 2007 until present.
* Development of different POGs for the Independent stores depending on their locations, to help them carry the proper mix.
* Store visits and conference calls to help address and solve the issues of the Store Managers
* In charge of P&L Analysis for Dairy, Pkg Meat, Deli and Seafood categories
* In Charge of Trade Spend for the Perishables Department

2003 – 2006 Millbrook Distribution Services Inc., Leicester, MA**Ethnic Foods Buyer and Category Management**

* In charge of 5300 buying decisions for the ethnic Category (Hispanic, Asian, Caribbean, Central American, Middle Eastern and European) for 3 Distribution Centers.
* Planograms updates and Category reviews, as well as demographics studies.
* In charge of Gross profit margin enhancement programs and deals (TPRs and ads).
* Active participation in the Corporate Food Show as well as International Food Trade Shows (ECRM, Fancy Food, ANTAD, Comida Latina, FMI, etc.).
* Planning and Inventory Management

2000 – 2003 Uvex Safety, Inc., Smithfield, RI**Purchasing, Import /Export Coordinator**

* Involved in the creation of Bill of Materials. Forecast inventory requirements and purchased raw materials locally and international for a multimillion dollar operations manufacturing facility, reducing inventory management cost, transportation cost and capital investment in inventory.
* Involved in the creation of weekly production schedules for the safety eyewear and the laser eyewear plants.
* Maintained strong business relationships with Vendors, partnered with them and received the best quality and service possible.
* Active participant of daily R&D and S&OP meetings to discuss opportunities and solve issues.
* Extensive knowledge of HS Tariff Code classification and Country of Origin ruling, Binding rules and International Supply Chain (CTPAT).
* Customs Duty Drawback program implementation.
* Creation of cost efficiency programs and implementation (Binding rules for certain commodities with US Customs directly).
* In charge of Customs Compliance programs for both Imports and Exports Departments (Manifest Ruling, CTPAT).

1993 - 2000 Rafael Pinto & Co, San Jose, Costa Rica**Imports and Purchasing Coordinator**

* JIT implementation.
* HS classification of products for Customs purposes.
* Decreased the landed cost of imported goods by 15%.
* Materials planning and inventory Management.
* In charge of the Budget for the Commercial Department.

**LANGUAGES** English – Mother tongueSpanish – Native tongue.