

Marissa Johnson

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A Vendor Relationship Manager with 10+ years of experience, specializing in program management, global procurement, and risk management. A strong history of coordinating with international suppliers and C-level executives to negotiate multimillion-dollar contracts. Expertise in leading and developing world-class vendor management teams.

Education

**Bachelor of Science (B.S.)
Business Administration**
University of San Francisco,
San Francisco, CA
September 2007 - May 2011

Key Skills

- Vendor Management
- Service Level Agreements (SLAs)
- Supply Chain Management
- Organizational Leadership
- Contract Negotiation

Professional Experience

Vendor Relationship Manager
Intel Los Angeles, CA | May 2016 - Present

- Drove change management initiatives to consolidate 100+ global suppliers to five preferred vendors in coordination with supply chain management teams, which resulted in a \$20M reduction in annual costs over three years
- ♦ Identify opportunities to reduce the organization's reliance on third-party services and outsourcing by improving internal resource allocation
- Manage and build Long-term relationships with global vendors and perform annual negotiations for Large contracts valued at \$40M-\$100M

Vendor Relationship Manager
Central Technology Corp., Los Angeles, CA | May 2011 - May 2016

- ♦ Oversaw 10+ relationships with domestic suppliers and vendors and conducted performance evaluations to ensure compliance with quality standards
- ♦ Identified vendors in breach of contract and service level agreements and Led negotiations for settlements to recover over \$1.5M in vendor fees