

# Cover letter

Dear recruiter,

I'm a sourcing professional with a bachelors degree in Business Management, fluent in English and Portuguese, certified Green Belt in Six Sigma and with 7 years of experience in Brazilian and multinational companies, having worked mainly with the IT category and continuous improvement of internal processes and systems. I'm looking for a new opportunity as a Sourcing Analyst specialized in IT sourcing or as a sourcing BI specialist.

My last professional experience was at Leadec Industrial Services, a German company specialized mostly in services for the auto industry. I was a sourcing analyst there, being responsible for general purchasing at the headquarters and 7 branches in southeast Brazil. I was also responsible for IT category management, enforcing sourcing strategies and policies defined by the main headquarters in Germany for the category. The main project I worked on there was to replace the then current company traveling broker, which was causing operational complaints and issues. After consulting 10 similar brokers and conducting a survey with 3 clients for each one, the result was savings of 65% in broker fees and a reduction of complaints to zero.

I also am an entrepreneur, working to help small businesses dealing with technology to solve operational issues.

I'm at your disposal to a professional interview where I can speak in detail of these and any other relevant experiences.

Sincerely,

**Michell Aristobolo de Mello**

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