

Nixon Nelson Barnes

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SUMMARY

Results-driven Supply Chain Professional with a Master's degree in Supply Chain Management and 5 years of combined experience in freight forwarding, procurement, global logistics, and vendor management. Skilled in coordinating high-volume import/export operations, optimizing transportation workflows, and ensuring full compliance with international trade regulations. Strong background in sourcing high-value materials, evaluating suppliers, negotiating cost-saving contracts, and supporting end-to-end P2P processes using ERP systems such as SAP MM, CargoWise One, and Microsoft Dynamics 365.

EXPERIENCE

Sourcing Specialist

Vigon International, an Azelis Company

Mar '25 — May '25

East Stroudsburg, United States

- Analysed SAP ERP data to identify 15+ high-cost ingredients and sourced compliant, budget-friendly alternatives through global vendor platforms, resulting in a 12% reduction in raw material procurement costs over two months.
- Managed the AVAP (Vendor Approval) program and evaluated over 30 suppliers using compliance scoring tools and SOP checklists, streamlining onboarding time by 30% and ensuring regulatory adherence (IFRA, REACH).
- Created cost-saving reports and supplier performance scorecards that supported strategic purchasing decisions, driving \$85K in annualized savings and improving sourcing lead time by 20%.
- Analysed ERP data to assess vulnerabilities in supply chain flow (e.g., single-source suppliers, long lead times), and identified 5 new global vendors to diversify risk and improve continuity.
- Managed over 40 sourcing requests monthly from purchasing and commercial teams via Smartsheet, ensuring timely response and cross-functional transparency.
- Supported new product launches by collaborating with customer regulatory teams to ensure accurate supplier setup, item codes, and documentation under compliance standards.

Ocean Import Agent

Geodis USA

Jan '25 — Mar '25

Edison, United States

- Coordinated 100+ ocean import shipments monthly using CargoWise, improving communication with overseas agents and cutting average delays by 10% through proactive tracking and resolution.
- Validated 500+ customs-related documents (ISF, B/Ls, commercial invoices), reducing compliance errors and achieving 98% first-time customs clearance rate, in line with CBP requirements.
- Negotiated freight terms with trucking and ocean carriers, cutting shipping costs by 15% and supporting a \$200K quarterly logistics budget with optimized delivery timelines.
- Used Excel-based trackers to organize billing and ensure timely application of demurrage, detention, and exam fees, reducing invoicing discrepancies by 20%.
- Resolved client shipment issues and coordinated real-time updates with stakeholders, increasing client satisfaction scores through proactive communication.

Ocean Export Agent

Geodis USA

Sep '24 — Dec '24

Edison, United States

- Oversaw documentation and logistics for 120+ export shipments across FMCG and retail sectors, ensuring a 95% on-time departure rate by optimizing coordination with warehouses and consolidators.
- Reduced average document turnaround from 5 days to 3 days by implementing standardized document templates, accelerating shipment processing, and improving client satisfaction.
- Achieved a 75% improvement in shipment tracking accuracy through Excel-based ETA/POD logs and strengthened carrier communication protocols.
- Maintained monthly shipment files using digital indexing systems, increasing accessibility and audit-readiness for export documentation.
- Managed end-to-end export logistics by collaborating with trucking firms, consolidators, and customs teams to ensure compliant and timely deliveries.

Senior Pricing Specialist

Serojet Freight (I) Pvt. Ltd.

Oct '19 — Jan '21

Mumbai, India

- Designed optimized freight strategies for 1,000+ cross-border shipments, reducing delivery times by 20% and ensuring customs compliance across 25+ countries through coordinated planning.
- Led a \$1M digital transformation project for export logistics and pricing using SAP ERP, improving operational efficiency by 15% and reducing order fulfillment timelines.
- Developed and implemented customer-centric logistics solutions that consolidated 1,000 shipments into 25 optimized loads, reducing customer delivery costs by 20% while maintaining a 98% satisfaction rate.
- Partnered with cross-functional teams, including sourcing, finance, and IT, to implement automated pricing workflows, reducing manual errors and quote generation time by 25%.

- Pricing Coordinator** May '18 — Sep '19
RSV Global Express Pvt Ltd Mumbai, India
- Managed pricing for 500+ monthly shipments across air and ocean channels, reducing average delivery costs by 20% through volume consolidation and competitive carrier negotiations.
 - Supervised and coached a team of 5 junior analysts, resulting in a 20% improvement in pricing turnaround time and enhanced cross-department coordination.
 - Validated 800+ import/export documents and ensured 100% adherence to compliance protocols, minimizing rework and delays caused by documentation errors.
 - Maintained strong stakeholder relationships with sales, operations, and finance departments to align pricing with margin goals and customer expectations.
 - Ensured compliance with global trade laws and internal SOPs by reviewing HBLs, invoices, and shipment contracts under government regulations.

- Sales Trainee** Dec '17 — May '18
RSV Global Express Pvt Ltd Mumbai, India
- Used Zoho CRM to manage over 100 client records and improved sales follow-up consistency by 30%, helping the pricing team convert leads more effectively.
 - Monitored competitor pricing across 10+ key trade lanes and contributed rate intelligence that improved customer win rates by 15%.

EDUCATION

- Master in Supply Chain Management**, Duquesne University (GPA: 3.89) Aug '22 — May '24
Pittsburgh, United States
- Bachelor in Commerce**, Mumbai University Jun '12 — Jul '15
Mumbai, India

CERTIFICATIONS

- Six Sigma Green Belt**, The Council of Six Sigma Certification Jun '25
- SQL Essential Training**, LinkedIn Learning Jun '25
- SAP MM (Materials Management)**, LinkedIn Learning May '25

AWARDS

- High Scholastic Achievement** Apr '01
BGS The International Business Honor Society

PROJECTS

- Capstone Project**, Allegheny Health Network Jan '24 — May '24
- Led a comprehensive evaluation of AHN's remanufactured single-use medical device program, analyzing environmental and financial impacts.
 - Assessed collection and reuse practices to identify opportunities for cost savings and waste reduction.
 - Developed strategic recommendations to streamline redistribution processes, enhancing operational efficiency with a focus on quality control and standardization.

SKILLS

Software Proficiency Microsoft Dynamics 365 Business Central, TraceGains, SugarCRM, Cargowise One Management, Descartes

Analytical Skills Data-Driven Decision Making, Microsoft Excel (VLOOKUP, Pivot Tables, Macros)

Leadership Skills Cross-Functional Leadership

Strategic Skills Strategic Vision and Alignment, Global Trade Compliance

Contract Management Contract Management