

# Nixon Nelson Barnes

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## SUMMARY

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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

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### Sourcing Specialist

Mar '25 — May '25

Vigon International, an Azelis Company

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

Jan '25 — Mar '25

Geodis USA

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

Sep '24 — Dec '24

Geodis USA

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

Oct '19 — Jan '21

Serojet Freight (I) Pvt. Ltd.

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%.

<b>Pricing Coordinator</b>	May '18 — Sep '19
RSV Global Express Pvt Ltd	Mumbai, India
<ul style="list-style-type: none"> <li>Managed pricing for 500+ monthly shipments across air and ocean channels, reducing average delivery costs by 20% through volume consolidation and competitive carrier negotiations.</li> <li>Supervised and coached a team of 5 junior analysts, resulting in a 20% improvement in pricing turnaround time and enhanced cross-department coordination.</li> <li>Validated 800+ import/export documents and ensured 100% adherence to compliance protocols, minimizing rework and delays caused by documentation errors.</li> <li>Maintained strong stakeholder relationships with sales, operations, and finance departments to align pricing with margin goals and customer expectations.</li> <li>Ensured compliance with global trade laws and internal SOPs by reviewing HBLs, invoices, and shipment contracts under government regulations.</li> </ul>	
<b>Sales Trainee</b>	Dec '17 — May '18
RSV Global Express Pvt Ltd	Mumbai, India
<ul style="list-style-type: none"> <li>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.</li> <li>Monitored competitor pricing across 10+ key trade lanes and contributed rate intelligence that improved customer win rates by 15%.</li> </ul>	

## EDUCATION

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

## CERTIFICATIONS

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

## AWARDS

<b>High Scholastic Achievement</b>	Apr '01
BGS The International Business Honor Society	

## PROJECTS

<b>Capstone Project</b> , Allegheny Health Network	Jan '24 — May '24
<ul style="list-style-type: none"> <li>Led a comprehensive evaluation of AHN's remanufactured single-use medical device program, analyzing environmental and financial impacts.</li> <li>Assessed collection and reuse practices to identify opportunities for cost savings and waste reduction.</li> <li>Developed strategic recommendations to streamline redistribution processes, enhancing operational efficiency with a focus on quality control and standardization.</li> </ul>	

## SKILLS

<b>Software Proficiency</b>	Microsoft Dynamics 365 Business Central, TraceGains, SugarCRM, Cargowise One Management, Descartes
<b>Analytical Skills</b>	Data-Driven Decision Making, Microsoft Excel (VLOOKUP, Pivot Tables, Macros)
<b>Leadership Skills</b>	Cross-Functional Leadership
<b>Strategic Skills</b>	Strategic Vision and Alignment, Global Trade Compliance
<b>Contract Management</b>	Contract Management