
Strategic Sourcing Manager targeting **Director / Purchasing Manager** supporting manufacturing.

- ◆ **Subject matter expert in full lifecycle supply chain management** in PCBA's, electronics, cable assemblies, electromechanical assemblies, SMT, metals, plastics, anti-theft systems, injection molding, consumer and commercial products.
- ◆ **Consummate team player** with exceptional inter-personal, project management and negotiation skills.
- ◆ **Core strength in initiating and developing enduring business relationships**, attaining "priority customer" status with key supplier partners throughout North America, Mexico and Asia Pacific.
- ◆ **Insightful, intuitive, and action-oriented**, leading proactive planning and timely, judicious decision-making to capitalize on opportunities and mitigate risks.

Experience

Custom Metal Designs *\$12MM custom manufacturer of conveyor belts, Oakland, FL* 2015 to Present

Sourcing and Materials Manager

Hired to help the company reach its goal of \$20MM revenue in 5 years. Report to the CFO.

- ◆ Creating a program to optimize the supplier base by 10%
- ◆ Engaging with key supply partners, and internal team members, to increase inventory turns from 2 to 5 by implementing VMI and/or KANBAN Programs.
- ◆ Implementing cost reduction programs for key commodities like plastic, metals, etc... via better forecasting, leveraging volume with less suppliers for common commodities, consolidate freight for domestic and international shipments and VMI/KANBAN Programs.
- ◆ Create procurement procedure to reduce down time in order placements and increase spend visibility.
- ◆ Matrix a Purchase Order approval process to better track our spend and avoid waste.

Derive Systems *\$50MM custom manufacturer of aftermarket tuning products for automobiles/trucks, Sanford, FL* 2013 to 2015

Sourcing and Materials Manager

Traveled to China and Mexico to audit existing and new suppliers, support NPI and optimize our supply chain. Responsible for sourcing all commodities and materials including cable assemblies, electronic components, plastics, metals and software applications. Have a 10 year Chinese Visa.

- ◆ Formed the Supplier Selection Committee of cross functional team members. Reported directly to the COO.
- ◆ Developed and implemented the Strategic Procurement Plan for purchasing materials. This enabled us to control costs, while creating a matrix approval process.
- ◆ Cultivated partnerships with key suppliers with an emphasis on increasing capacity and quality; improving on time delivery and reducing costs.

Key accomplishments:

- ◆ Supported and achieved improved annual inventory turns from 3 to 7, reduced COGS to 36% from 41% and supplier quality from 10% to .5%
- ◆ Sourced new suppliers to meet increased demand while streamlining/optimizing overall supply base by 10%.
- ◆ Delivered cost savings of 6% by developing/leveraging a robust supply base, implementing VMI and Kanban Programs.

Analog Modules, *\$20MM military contractor, division of HEICO Corporation, Longwood, FL*

2013 to 2013

Purchasing Manager

Hired for supply chain expertise, technical acumen and deep understanding of government "flow down" requirements like DFARS and FARS in support of legacy military products.

DATAMAX-O'NEIL *\$165MM industrial barcode printer division of Dover Corporation, Orlando, FL*

2011 to 2013

Commodity Specialist

Recruited to drive and manage strategic cost reduction program for electronic components through global sourcing.

- ◆ Created and managed EOL Program to support 12% organic growth. Supported NPI through Life Cycle Management.

- ◆ Improved lead times by 10% through robust VMI and Kanban Programs.
- ◆ Delivered cost avoidance of 10% year-over-year.
- ◆ Frontline responsibility for all electronics globally.

Nexus Lighting *\$17MM LED Bulb and Signage manufacturer, Orlando, FL*

2009 to 2010

Supply Chain Manager/Senior Buyer

Recruited to reduce lead times and reign in a 20% increase in raw materials and shipping costs arising from not having a replenishment program and difficult ERP system setup.

- ◆ Controlled spend of \$5MM. Reported to the Direct of Inventory and Supply Chain Management.
- ◆ Reduced cost of raw material by 15% and shipping costs by 10% during the difficult commercial real estate market by leveraging our spend and “customer first” status with key suppliers.

David Cocco

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Addison Products *\$50MM custom commercial air conditioning manufacturer, Orlando, FL*

2007 to 2009

Senior Buyer

Recruited to reduce material shortages and increase inventory turns (2 to 5 annually) and manage a complex of commodities during a difficult bankruptcy period. Reported to Operations Manager.

- ◆ Worked closely with accounting to issue checks ahead of shipments arriving by providing dock dates.
- ◆ Ordered two months’ worth of material to mitigate material shortages.
- ◆ Reduced excess inventory by 15% (\$650k).

Tyco Fire and Security. *\$12.2 Billion security equipment manufacturer, division of Tyco International, Boca Raton, FL.* 2000 to 2007

Advance Corporate Program Manager / Strategic Sourcing Manager

Promoted within the first year of hire to control a total spend of \$80MM inclusive of direct commodities: electronics, plastics, metals, cable assemblies and electromechanical assemblies.

- ◆ Led organizational transformation to meet demands of 20% growth (organic and acquisition) from \$12 Billion to \$12.2 Billion.
- ◆ Sourced new suppliers to meet increased demand while streamlining/consolidating overall supply base by 10%.
- ◆ Delivered cost savings of 4% by developing/leveraging a robust supply base, implementing gain-sharing agreements.
- ◆ An inclusive member of the RoHS and SOX Committees.

Education | Certification | Technical Skills

Masters of Project Management, VILLANOVA UNIVERSITY, Villanova City, PA

BSEET, ATI, Miami, FL

Six Sigma Black Belt, Tyco International

Certificate, Lean Manufacturing, Tyco International

Certificate, Internal ISO Auditor, Allied Signal

Certificate, PMP, VILLANOVA UNIVERSITY

APICS, INSTITUTE OF SUPPLY MANAGEMENT

Specialized additional coursework in **Electronics, Telecommunications, Manufacturing, Quality, Leadership and Management, ISO 9001**

ERP: BAAN, SAP, JD Edwards, Macola, Fourth Shift, Oracle and NetSuite

