

MARY SMITH

131 Main Road • Danbury, CT 06811

Phone (203) 222-5555 • cell (203) 222-4444 • fax (866) 555-5555

e-mail msmith1122@aol.com

SUMMARY

Sourcing professional with 15 years of global experience in the consumer goods industry.

- Certified Purchasing Manager (CPM / ISM)
- Vendor Sourcing & Cost Negotiation
- Purchasing Vendor Management
- Overseas Team Building
- SAP Implementation Team Member
- Supply Chain Management

EXPERIENCE

The XYZ Company – Wilton, CT

Director, Strategic Sourcing

May '06 – Present

Reporting to the VP of Operations. Identified and established company's supplier base. Reduced hard-goods product costs dramatically by renegotiating supply agreements and forming strategic alliances. Direct responsibility for 5 global tactical managers - located domestically and internationally; indirect responsibility for 13 planners and buyers.

- Responsible for \$400M in annual spend, sourcing home decorative products, apparel and textiles.
- Identified, qualified and managed global supplier teams in Asia, Europe and South America.
- Negotiated 60 day payment terms with new supplier base.
- Saved 35% in product costs within three months.

RST USA, LLC – Stamford, CT

Sr. Manager, Global Sourcing

Dec. '02 – Feb. '06

Reporting to the VP of Global Sourcing. Refocused the company's sourcing efforts, identifying and qualifying new suppliers in cost effective countries. Led a team of 4 buyers.

- Identified, qualified and managed global supplier teams in Asia, Central and South America.
- Sourced \$250M in dinnerware, decorations, table tops and furniture.
- Resourced alternative material saving company \$3M.
- Increased margins from 75% to 85%.

Purchasing Manager

Jan. '00 – Nov. '02

Reporting to the Sourcing Director. Responsible for negotiating new product costs, managing current vendor relationships, and coordinating production with selected vendors. Two buyers as direct reports.

- Sourced products from China, Taiwan, Philippines, and domestically.
- Responsible for annual spend of \$125M in outdoor living products, lawn & garden products, and sporting goods.
- Reduced purchase costs by \$2.5M through price negotiation
- Project leader for Asian assembly implementation; saved \$1M in production costs annually.

ABC Industries - New York, NY

Buyer

Nov. '96 - Dec. '99

Reporting to the Purchasing Manager. Responsible for the tactical and strategic commodity sourcing for toy division, as well as leading cost savings initiatives.

- Sourced resins, plastics, and packaging.
- Sourced products from China as well as domestically.
- Responsible for annual spend of \$100M.
- Decreased product costs for assigned commodities by 15%.

EDUCATION

University of New Haven

New Haven, CT

Bachelor of Business Administration - 1996

Major: Accounting

SOFTWARE

SAP, QAD MFG/PRO, Microsoft Office

LANGUAGES

English - Fluent; Mandarin Chinese - Native; Cantonese Chinese - Native