

XXXXX XXXXXXXX XXXXXXXXXXXXX

Brazilian, 39 years old, Married, 1 daughter

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PURCHASING MANAGEMENT | PROCUREMENT

SUMMARY OF QUALIFICATIONS

- 15 years of professional experience, the last 11 of which in the **Supply** and **Commercial departments** of multinationals in the **consumer goods** and chemicals industries, such as XXXX, XXXXXX/XXX/XXXX, XXXX/XXX and XX XXXX.
- **Procurement Manager** answering for an annual portfolio of **USD 650 MM**, developing new suppliers and strategic sourcing with a focus on costs and ensuring supply.
- Worked in the **Food** (milk products, phosphates, proteins, fats, aromas) and **Manufacturing markets** (additives, packaging, petrochemicals). Managed the purchases of **electricity, natural gas and industrial utilities**.
- Extensive experience in negotiations with domestic and international suppliers, such as distributors, B2B, consumer goods industries, durable goods manufacturers and other suppliers of raw materials and ingredients.
- Trained in the drafting of high value and long-term supply contracts for inputs by pipeline or in bulk.
- Led teams with experience in the qualification and fast training of employees.
- **Fluent in English and Spanish**. Experience negotiating in these languages.
- International experience: business trips, meetings with suppliers and customers in the United States, France, Mexico, Australia, Venezuela and Chile. Participated in IHS and ICIS congresses.

ACADEMIC BACKGROUND

MBA in Sustainable Development – FIA USP – Braskem – 430 hours – Jul/2012.

International MBA in Business Administration – Fundação Getúlio Vargas – 460 hours - Jan/2003.

Negotiations Course - GVPEC - 68 hours - Fundação Getúlio Vargas – 2010

Degree in Chemistry – USP – SP – 2000

PROFESSIONAL EXPERIENCE

XXXXXX XXXXXXXX XX (XXXX Group)

Since Jan.2011

Brazilian multinational of the chemical and petrochemical segment, revenues of US\$ 1.7 Billion.

Purchasing Manager Oct.2012 to date

Coordinator of Supplies Jan.2011 – Sep.2012

- Trained, managed and led a team of 4 people.
- Responsible for hiring production items with an annual portfolio of **USD 650 MM**.
 - ✓ Basic petrochemicals: Ethylene, Ammonia, Butanes.
 - ✓ Electricity: migration study to the free market, monitoring of settlement prices (PLD), analysis of deals in the free and regulated markets.
 - ✓ Air gases: nitrogen and oxygen. Natural gas: analysis of the regulatory and hiring regime in São Paulo, Bahia and RS.
 - ✓ Industrial packaging: metal drums, plastic drums, sacks.

- Realized the in-depth structuring of negotiations, achieving significant results through the proper deployment of negotiation strategies and by developing relations with suppliers.
- Took initiative in renegotiating the contract with XXXXX's main contractor, enabling the creation of specific price ranges with discounts of up to 20%, increasing the use of production capacity and growing the company's earnings.
- Managed the project for fuel and steam savings in the industrial plant, saving R\$ 10 MM/year and improving the reliability of the process.
- Took initiative in renegotiating the electricity contract, enabling a 30% reduction in costs.
- Renegotiated the steam contract, an initiative that led to a 2% reduction in heat generation expenses.

XXXX XXXXXXXXXX LTDA.

Apr.2005 - Jan.2011

New Zealand Multinational of the food industry (dairy products), revenues of US\$ 20 Bi.

Account Manager

- Responsible for negotiating milk products in France, New Zealand, USA, Brazil, Chile and Argentina. Experience negotiating large contracts valued over R\$ 10MM.
- Prospected for new customers to sell products manufactured in Brazil by the Dairy Partners Americas and imported from headquarters, such as caseins, caseinates, serums, butter oil, lactose and other dairy products.
- Drafted budgets, developed plans for major local and global accounts (companies like Kraft/Mondelez, Unilever, Brazil Foods, and Cargill).
- Implemented the sales strategy, increasing the sales volume and gross margin per unit by 20%.

XXXX XXXXXX XXXXXXXXXX LTDA.

Mar.2002 – Apr. 2005

Mid-size American multinational of the chemical industry

Technical Sales Representative

- Responsible for the technical sales of products (food and technical phosphates).
- Prospected for new customers and new markets, developing business plans and servicing the major food industries in Brazil and the world, such as Nestlé, Danone and Pepsico.
- Responsible for the sales and export of products manufactured for the South American market.
- Interfaced with U.S. headquarters to solve problems and develop new business.

XX XXXX

Feb. 2001 – Mar. 2002

Trainee

- Worked in the paints and varnishes production unit, with job rotation through Marketing, Sales, Development, Logistics and the Laboratory.