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SUMMARY

Proven Director: Global Sourcing, Supply Chain, Logistics Product Management, Operations, Consumer Technology, Innovation

Self-directed and driven global technology operations executive with a comprehensive background leading supply chain, strategic sourcing and cross-functional teams to ensure growth and achieve profitability. Known as an innovative thinker with strong contract negotiation, partnership development and continuous process improvement acumen. Demonstrated success in seamlessly executing strategic plans in matrix and functional structures. Recognized for maximizing performance by implementing appropriate procurement strategies through analysis of details to gain understanding of emerging issues, trends and external relationships. Expertise includes managing multibillion-dollar commercial and operational procurement for the world leader in consumer technology. Fluent in Mandarin and Tai languages.

- Global Product Management
- Channel Partnerships
- Contract Negotiations
- Cost Savings, Reduction, Budget
- Cost Review Models
- Lean Manufacturing Specifications
- Strategic Sourcing, Planning
- Procurement Vendor Management
- Marketing, Communications
- Forecasting, Business Reviews, P&L
- Staff Requirement, Management
- Supplier, Security Teams
- Procurement, Supply Chain
- Consumer Product, Technology
- Technology Logistics
- Competitive Research, Analysis
- Product Development, Management
- RFP, RFI, RFQ

PROFESSIONAL EXPERIENCE

Apple, Cupertino, CA

2004 – 2017

Director, Global Procurement, 2010 - 2017

Led 14 global supply managers overseeing commercial and operational capacities for product packaging and print parts from 2016 to 2017. From 2010 to 2016, built a team of seven global supply managers to advance categorical innovation for Pencil, Remote, keyboards, mouse, Force Touch trackpads, iPhone docks, iPhone battery cases and HomePod products.

- Led program management, product and capacity planning, procurement, engineering, quality and manufacturing.
- Achieved 25% cost savings for iPhone rigid retail box category by leading second sourcing initiatives.
- Stabilized supply chain and ensured operational establishment of green field sites.
- Maximized executive support by developing and managing strategic relationships.
- Ensured success of program launches and performance by effectively mitigating challenges.
- Oversaw information and proposal requests (RFI and RFQ), quarterly business reviews and bidding event initiations.
- Determined vendor viability through comprehensive evaluative processes.
- Established monthly reviews with finance, supplier responsibility and security teams as part of supplier management process.
- Managed directly and indirectly, enclosure parts, electromechanical modules, PCBA and FATP to ensure product volume and cost requirements as operation and commercial owner.
- Achieved volume and cost requirements for Force Touch trackpads, painted keyboard modules and molded fiber trays.
- Reduced costs and minimized excess and obsolescence (E&O) through negotiations, maximize leverages, and strategic deals.
- Identified and presented capital expenditure savings by increasing line UPH instead of adding additional FATP line.

Manager, Input Devices & Hardware Procurement, 2006 - 2010

Oversaw commercial and operational responsibilities, including three global supply managers.

- Launched world's first glass surface multi-touch trackpad by leading and collaborating with cross-functional teams.
- Secured competitive advantage and IP protection for backlight keyboards and trackpads by negotiating exclusivity terms.
- Persuaded team in confirming product strategy through developing successful supply chain roadmap.
- Ensured best in class costs and support via leveraging new and incremental businesses and drove vendor improvements.
- Mitigated supply risks and maximized cost efficiency by influencing adoption of approved vendors on AVL.
- Trained commodity experts to successfully execute market and competitive analyses.

Global Supply Manager, 2004 - 2006

Managed sourcing and supply chain for wired and wireless mouse and wireless remote-control products.

- Delivered world's first wired mouse with single button, dual touch function and jogball scrolling by collaborating with teams.
- Created cost models for supplier negotiation, designed option review and selected vendors by leading RFP, RFI and RFQ process.
- Achieved cost targets, supply risk mitigation and deterred direct competition from supplier via sourcing strategies.
- Leveraged forecasts to determine capacity requirement execution and ensure development scheduling expectations.
- Reduced end-of-life excess inventory by successfully guiding suppliers through full cycle process and team collaboration.

BenQ America. City of Industry, CA**2001 – 2004****Director, OEM Input Services Division, 2003 - 2004**

Led original equipment and original design manufacturer businesses, including keyboards, mice and accessories for North America.

- Defined and implemented strategies for new products and NA customers by collaborating with regional and Taiwan sales teams.

Project Manager, OEM Keyboards, Mice & Accessories, 2001 - 2003

Developed and managed relationships with tier one consumer electronics manufacturers.

- Drove incremental revenue by identifying and capture new opportunities within existing accounts.
- Conceived and facilitated weekly research and development meetings to determine customer requirements and roadmap.
- Minimized response time by communicating customer requests directly to teams in China and Taiwan.
- Developed new sales and marketing strategies.
- Achieved customer requirements by establishing development schedules at the research and development and factory levels.
- Negotiated contracts and prices, including responding to requests for proposals and information.

Inviso, Sunnyvale, CA**2000 – 2001****Product Manager, eShade**

Determined marketing and sales strategies for near to eye liquid crystal on silicon (LCoS) micro display and eShade.

- Executed market analysis for binocular based products based on LCoS, thin film transistor and OLED display technologies.
- Secured adoption of eShade by notebook, PDA, cellular phone, portable DVD, and wearable technology manufacturers.
- Improved product ergonomics, interfaces and user experience through conducting internal and external focus groups.

Acer America, San Jose, CA**1998 – 2000****Senior Channel Development Manager, 2000**

Led launch of new digital projectors into audio visual (AV) channel.

- Researched and established new accounts in distribution, e-commerce, system integrator, and value-added reseller channels for Display, Scanner, Optical Media, Input Devices and Disc Drive divisions.
- Cultivated relationships with key customer decision makers from technical staff to C-level executives.
- Increased sales by designing marketing programs tailored to individual channel partners.

Display Product Manager, 1999 - 2000

Managed pricing and bid process, including product transitions to ensure efficient cost management.

- Achieved profitability for digital display division.
- Reduced overhead costs, improved inventory management, maintained consistent pricing strategy and increased sales.
- Key contact for U.S. Sales Office, Taiwan headquarters and factories in China.
- Increased brand awareness using product placements by researching customers and channel requirements.
- Executed competitive analysis on pricing, product features and marketing programs.

Channel Development Manager, 1998 - 1999

Created and oversaw Acer Peripherals Reseller Alliance.

- Recruited and signed 1,200 resellers.
- Managed all channel activities, including product pricing, price list distribution, sales, bidding and marketing.

EDUCATION

B.A., Bachelor of Arts, Economics, University of California, Berkeley, 1998