

Contract Negotiations | Supply Chain Management | Category Strategy | Vendor Management

HIGHLIGHTS

Coupa & SAP Procurement	Software & Indirect Management
Forecasting & Inventory Management	Contract Manufacturer Relationship Management
Global Import & Export Logistics / Compliance	Vendor / Consultant Management (Bill.com)
Manufacturing Management of 4 Product Lines	Data Analysis (Metabase/Tableau)

EXPERIENCE

Senior Manager, Global Supply (Software & Indirect) Mar 2024 - Present
Aurora | San Francisco, CA

Lead Indirect and Software team, managing spend of 80MM+/year. Negotiate on behalf of stakeholders, partnering with multiple teams, including Legal, Finance and IT to guarantee a holistic approval to contracts.

Key Contributions:

- Establish a reporting system for Indirect & Software spend, with monthly updates on POs and payments.
- Manage RFQs, escalation calls and category strategy.
- Develop & drive key category strategy and optimization opportunities across multiple teams, including Software, InfoSec and IT.

Staff Global Supply Manager (Software & Indirect) Aug 2023- Mar 2024
Aurora | San Francisco, CA

Managed Indirect and Software team, managing spend of 50MM+/year.

Key Contributions:

- Establish a reporting system for Indirect & Software spend, with monthly updates on POs and payments.
- Manage RFQs, escalation calls and category strategy.

Global Supply Manager (Indirect) Jun 2022 - Jul 2023
Aurora | San Francisco, CA

Managed Indirect spend of over 30MM+/year, performing with excellence, integrity and focus on customer service delivered to internal stakeholders.

Key Contributions:

- Drove, along with Finance counterpart, the effort to write the company’s first purchasing policy.
- Generated savings of over 1MM/year through negotiations.
- Partnered with Infosec team on the effort to simplify the company’s network infrastructure and bring additional annual savings of 1.3MM through optimization.
- Developed and implemented a ticketing system for the procurement team, creating better communication channels for internal stakeholders.

Head of Operations Jun 2019-May 2022
Saleae | South San Francisco, CA

Saleae is a high-tech firm that designs and builds USB logic analyzers, a mix of consumer electronics and test equipment.

Managed company supply chain structure for current product lines. Partnered with the CEO to develop, maintain, and execute on the long-term operational strategies to meet company objectives. Oversaw compliance with regulations, across nine different countries.

EXPERIENCE *Continued.***Key Contributions:**

- Visited and maintained a close relationship with Asian contractor manufacturer (CM). Managed all communication and clear-to-build (CTB) for current devices mass production and R&D prototypes, EVT and DVT builds.
- Reduced total cost of ownership (TCO) of 6 SKUs by 15% per year, by negotiating logistic expenses.
- Program Managed major changes on business current products' BOM in order to mitigate impacts of the 2020-22 Supply Chain crisis - prevented a 20% revenue loss.
- Generated and managed sales and demand forecasts for four product lines. Keeping devices in stock, despite semiconductor components shortages.

Operations Manager

Feb 2017 - Jun 2019

Saleae | South San Francisco, CA

Provided critical operational support in Supply Chain (including production scheduling), HR / Talent Management, Finance, Communications, and Contracts. Represented the company as International liaison (Europe, India, Taiwan) for accounting, import/export, and manufacturing. Assisted executive team in budget and strategy formulation through consistent communication of financial data, forecasts, and valuable market intel.

Key Contributions:

- Set up and maintained Amazon stores in 3 regions which accounted for 30% of the revenue.
- Revised supply chain processes and reporting.
 - Eliminated product inventory deserts, established an inventory reserve appropriate to business demand.
 - Managed an increase of 25%/year in production capacity to meet sales forecast.
 - Designed and implemented the process to select, onboard, and manage new vendors within the organization.
- Sourced, qualified and implemented a new payroll platform; reduced steps by 2/3 and processing time by 50%+.
- Off-shored accounting activities and reduced costs by 66% per year without sacrificing accuracy.

Office Manager

Dec 2015 – Feb 2017

Saleae | South San Francisco, CA

Office Manager

May 2014 – Jul 2015

Concordia-Argonaut Club | San Francisco, CA

(Came to the U.S. in 2012 to continue education, master English, and become familiar with U.S. business practices.)

People Operations Associate

Oct 2010 – Apr 2012

Fiat | Betim, Brazil

EDUCATION

Bachelor of Arts Business Management	Class of 2011	Promove University	Belo Horizonte, Brazil
Certificate Human Resources	2012	University of Sao Paulo	Belo Horizonte, Brazil
Certificate Project Management	2018	Rochester Institute of Technology	New York, USA

LANGUAGES

FLUENT: English Portuguese

INTERMEDIATE: Spanish