

# ROBERT SOMEONE

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## TOP-PRODUCING PURCHASING MANAGER

*Offering 15+ Years of Verifiable Accomplishment in Purchasing and Inventory Control*

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Highly accomplished procurement/inventory specialist with a strong knowledge of the foodservice industry. Outstanding ability to adjust buying decisions to maximize sales and profit, and minimize dead stock through understanding stock market fluctuations and economic changes and their influence on consumer decisions. Proven scheduling, organizational, guidance, and negotiation skills, demonstrated through the purchasing and inventory management of \$150+ million annually. Attentive to sales representatives and customer needs, delivering their requirements to increase sales and profits. Establish strategic vendor/supplier relationships to develop performance-based, low-cost solutions and negotiation win-win agreements.

### CORE COMPETENCIES

- Procurement Management
- Strategic Planning
- Process Improvements
- Relationship Management
- Forecasting & Cost Benefit Analysis
- Internal Product Tracking Systems
- Vendor Sourcing & Analysis
- Staff Development & Leadership
- Logistics Management
- Cost Containment
- Contract Negotiations
- Inventory Management

*"Robert's commitment to the company, management, departmental peers, staff, vendors, and customers makes him a leader in the industry." -- R. Brown, President, ABC Foodservice Corp.*

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### PROFESSIONAL EXPERIENCE

#### ABC FOODSERVICE CORP. – SOMEWHERE, AB

##### Senior Purchaser, 2004 – Present

Hold full accountability for planning, controlling, and directing all purchasing and inventory control activities for this national "full-line" foodservice distribution operation, including the evaluation of departmental requirements; develop and implement strategic plans, diversify purchasing and inventory management, and update procurement policies. Manage departmental P & L; oversee dead stock reduction. Assess supply/inventory options in order to determine best sourcing solutions. Interact extensively with customers, ensuring overall service and satisfaction. Maintain compliance with organizational standards and objectives. Perform all recruiting tasks; train, develop, and supervise a team of 7 personnel.

##### Key Contributions:

- **Slashed monthly inventory by \$750,000** while avoiding customer shortages and backorders.
- **Saved \$1.5 million** in frozen inventory cost through structuring and negotiating a firm vendor contract.
- **Boosted revenues by \$2.5 million** through expertise in analyzing markets trends, designing effective inventory control procedures, and proactive purchasing.
- **Increased sales by 15%** by listening to sales representatives and clients; introduced 70 new products.
- **Achieved consistent 99.98% order fill rate**, which was acknowledged company-wide.
- **Reduced dead stock by 6%** through program initiation, proactive management, effective internal and external communication, and persuasive follow-up.

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## ROBERT SOMEONE

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#### XYZ FOODSERVICE INC. – SOMEWHERE, AB

##### Purchasing Manager, 1998 – 2004

Studied catalogues and food industry/company publications to locate the best quality products for the lowest price. Attended trade shows and conferences. Cultivated strong vendor relationships. Solicited bids, negotiated prices, and granted contracts. Forecasted costs, availability, and sustainability of products. Created and incorporated strategic buying and inventory plans. Recruited, mentored, and trained five co-workers, promoting maximum productivity, efficiency, and quality.

##### Key Contributions:

- **Increased company revenues by \$1.3 million** by staying current on new, cost-effective products, and implementing inventory control methods.
- **Raised profit margin by 25%** by aggressively negotiating vendor prices.
- **Spearheaded several process improvement initiatives**, which optimized operations; obtained buy-in from management to implement new processes.
- **Increased sales by 35%** by developing and launching successful sales and marketing campaigns.
- **Awarded Employee of the Month** in 1990, 1991, and 1994.

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### EDUCATION & CREDENTIALS

**Bachelor of Arts in English** – University of Somewhere, CA

**Sales and Marketing** – Lane College, Somewhere, CA

**Certified Professional Purchaser (CPP)**

#### Professional Development

Team Building ~ Conflict Resolution ~ Negotiating Contracts ~ Decreasing Dead Stock  
Effective Marketing Strategies ~ Building Vendor Relationships ~ Inspection of Goods & Services  
Project Management & Coordination ~ Consumption Based Planning & Forecasting  
Principles of Buying ~ Business Operations Management ~ Ethical Procurement & Sustainability

#### Technical Proficiencies

Microsoft Access, Publisher, Word, Excel, Outlook, SAP Material Master, WordPerfect

**Professional Affiliation:** Purchasing Management Association of Canada (PMAC)