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33800 Bordeaux
4 ans d'expérience
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Responsable commercialisation produit

Ma recherche

Je recherche tout type de contrat, dans toute la France, dans le Batiment.

Formations

06/1989 : Bac +2
Lycée Van Gogh Ermont

06/1985 : Bac
CAP/BEP Administration commerciale

Expériences professionnelles

06/2016 - 06/2018 :
COMMODITY BUYER chez Psa Groupe
Focus : Pistons and segments (APV : 261 M€)

09/2012 à ce jour :
SENIOR COMMODITY BUYER chez Stellantis
Global Responsibility : (EMEA, NA, SA, ASIA)
* Lubricant (APV: 159 M€) : Engine oil, Gearbox Oil
* Fluids (APV:236 M€) : Refrigerant gas, Brake fluids, Coolant, screenwash, Additives

- * Purchasing Strategy :
- * Create and Present Purchasing and Industrial Strategies to Management
- * Request For Quotation and Serial Production :
- * Prepare RFQ and manage source package documentation
- * Launch RFQ and manage supplier pricing offers in accordance with the purchasing strategy
- * Negotiate pricing and target the achievement of 100% of the Annual Performance plan
- * Raw Material negotiation, Energy negotiation, Purchase contract and Protocol improvement
- * Assist in the management of technical reviews
- * Manage price discussions, logistics claims and quality claims
- * Project development:
- * Assist in the implementation of new business and in the management of existing business activities
- * Supplier securisation:
- * Participate in new supplier development
- * Manage dual sourcing where applicable, and help maintain security of supply
- * Manage resourcing activities
- * Management :
- * Responsible for the management and development of junior buyer (>2008)

10/2003 - 09/2012 :

COMMODITY BUYER chez Psa Groupe

Focus : Métalloplastics fastening systems (APV : 108M€)

Metalic fastening systems (APV : 126 M€)

01/2001 - 01/2003 :

BUYER chez Carrefour

High Volume Canned Food Industry

01/1998 - 01/2001 :

BUYER chez Isathy Metal

Steel Products

01/1995 - 01/1998 :

chez Usinor Sacilor

Steel Products

01/1993 - 01/1995 :

Regional Forklift Sales and Rentals chez Hyster - Kam

Langues

Anglais (Oral : courant / Ecrit : intermédiaire), Français (Oral : courant / Ecrit : intermédiaire), Allemand (Oral : courant / Ecrit : intermédiaire)

Atouts et compétences

Additives, Administration, Automotive industry, new business, Food Industry, Forklift, claims, Purchasing, Purchase, Serial Production, Brake, Engine oil, Effective Negotiator, negotiation, Pistons, Project development, Project management, Raw Material, sourcing, Refrigerant, Coolant, Sales, supplier development, Supplier evaluation, technical reviews

Permis

Permis B

Centres d'intérêts

Playing, Hiking, Kayaking Guitar