

Liam Marquez

Buyer II, Strategic Sourcing

📞 (616) 555-2479 ✉️ liam.marquez@example.com

🌐 linkedin.com/example/liammarquez 📍 Grand Rapids, MI 49503

STRENGTHS

- 🛠️ **Supplier Negotiation**
Prepared cost histories and clear tradeoffs before supplier discussions. Tough conversations became more productive and practical.
- 🚚 **Material Continuity**
When shortages threatened production, focused follow up on priority parts and built delivery plans that restored confidence.
- ♥️ **Cost Analysis**
Compared price, freight, tooling, lead time, quality, and capacity together. Buyers gained a clearer total cost view.
- 👥 **Supplier Development**
Asked direct capability questions during onboarding and reviews. New sourcing options became easier for teams to evaluate.
- 🎓 **Buyer Coaching**
Shared RFQ and negotiation practices with junior buyers. Peers often returned for help with difficult supplier conversations.

SKILLS

Strategic Sourcing Procurement

Supplier Negotiation

Supplier Relationships

Commodity Management

Total Cost Ownership

Cost Reduction

Supplier Performance

Continuous Improvement

Vendor Prospecting

Supplier Onboarding

Supplier Development

SUMMARY

Buyer II with four years of manufacturing procurement and **supply chain** experience supporting hydraulic, electromechanical, machined, fabricated, cast, sealed, and fastener components. Develops commodity **sourcing approaches** using market, cost, capacity, quality, lead time, and **supplier information**. Negotiates supplier pricing, contracts, delivery commitments, and commercial terms while protecting value, service, reliability, and production continuity. Partners with planning, production, operations, engineering, and quality teams to resolve shortages, evaluate supplier performance, complete vendor onboarding, and lead corrective improvement activity. Applies **total cost of ownership** analysis, spend analysis, RFQ comparison, supplier development, and practical problem solving across recurring production demand. Coaches junior buyers on sourcing preparation and supplier communication, bringing clear judgment and dependable follow through that supports long term procurement performance.

EXPERIENCE

Buyer II, Component Sourcing

Great Lakes Motion Systems 📅 February 2024 - Present 📍 Grand Rapids, MI

Owns sourcing for machined, fabricated, and **electromechanical components** used in industrial motion assemblies. Coordinates award decisions with engineering, planning, operations, and quality stakeholders while protecting cost, supply, and production performance.

- Built bid analyses using freight, tooling, lead time, **quality**, and capacity data for award decisions
- Negotiated supplier pricing and delivery terms, documenting agreements and escalation paths for supply risks
- Reviewed supplier scorecards and led improvement discussions addressing cost, quality, delivery, and **reliability** gaps
- Qualified prospective vendors through capability reviews, quotations, onboarding requirements, and cross functional approval
- Coached junior buyers on RFQ preparation, **negotiation** planning, supplier communication, and purchase documentation

Buyer, Hydraulic Components

Midwest Precision Controls 📅 June 2022 - January 2024 📍 Kalamazoo, MI

Purchased production components for hydraulic control products and aligned supplier commitments with material plans, changing demand, and **manufacturing priorities**. Supported negotiations, supplier recovery, performance reviews, and **procurement** process improvements.

- Aligned component orders with material plans and changing **manufacturing** requirements for **hydraulic** control products
- Compared casting, seal, fastener, and machined part quotations using lead time, quality, and capacity factors
- Recovered late material through supplier calls and practical delivery plans for priority production orders
- Prepared spend histories and cost driver analyses supporting recurring component negotiations and contract decisions
- Standardized RFQ files and supplier follow up records for consistent sourcing and renewal decisions

Procurement Analyst, Manufacturing Supply

Northstar Equipment Components 📅 October 2020 - May 2022 📍 Lansing, MI

Supported procurement for mechanical assembly production by maintaining supplier data, purchase requirements, quotation analysis, onboarding records, and shortage visibility. Built foundational capability in negotiation, **supplier relationships**, and cross functional supply reviews.

- Analyzed open orders, inventory signals, and planning priorities to identify shortages affecting production schedules

Material Availability

Supply Continuity RFQ Analysis

LANGUAGES

English Native

Spanish Intermediate

MY CAREER



● Buyer II, Component Sourcing at Great Lakes Motion Systems (2.7 Years)

● Buyer, Hydraulic Components at Midwest Precision Controls (1.6 Years)

● Procurement Analyst, Manufacturing Supply at Northstar Equipment Components (1.6 Years)

- Prepared quotation summaries highlighting cost, lead time, and **service** tradeoffs for supplier evaluations
- Coordinated **supplier onboarding** records and approvals before new vendors received production orders
- Tracked recurring delivery and quality issues by supplier and component family for performance reviews
- Supported supplier calls, recovery discussions, and cross functional reviews with planning, production, and quality teams

PROJECTS

Hydraulic Component Sourcing Review 📅 2024

Reviewed hydraulic component sourcing options across cost, capacity, quality, delivery, and supplier reliability factors, supporting informed production awards.

Supplier Performance Improvement Program 📅 2023

Organized supplier performance information across delivery, conformance, cost, and service measures, helping purchasing teams focus corrective actions.

LEADERSHIP & AWARDS

- Recognized by purchasing leadership for practical coaching that improved junior buyer sourcing preparation and supplier follow up.
- Selected for cross functional sourcing work involving engineering, planning, operations, and quality stakeholders.
- Received team recognition for maintaining material continuity during supplier delivery recovery activity.

EDUCATION

Bachelor of Science in Supply Chain Management

Western Michigan University 🎓 GPA: 3.5 📅 2020 📍 Kalamazoo, MI

Coursework: Strategic Sourcing, Procurement Analysis, Operations Management, Supply Chain Planning

CERTIFICATIONS

- Certified Supply Chain Professional 📅 2024
- Certified Professional in Supply Management 📅 2023

TECHNICAL SKILLS

- **Sourcing Analysis:** RFQ Analysis, Spend Analysis, Bid Comparison
- **Supplier Management:** Supplier Scorecards, Supplier Reviews, Supplier Recovery
- **Cost Management:** Total Cost Ownership, Cost Drivers, Freight Analysis
- **Contract Procurement:** Contract Negotiation, Commercial Terms, Delivery Commitments
- **Manufacturing Components:** Machined Parts, Fabricated Parts, Electromechanical Components
- **Hydraulic Components:** Castings, Seals, Fasteners
- **Planning Systems:** Material Plans, Open Orders, Inventory Signals
- **Supplier Onboarding:** Capability Reviews, Vendor Approval, Supplier Records
- **Quality Coordination:** Quality History, Conformance Reviews, Corrective Actions
- **Operations Collaboration:** Production Planning, Operations Reviews, Engineering Coordination
- **Continuous Improvement:** Root Cause Review, Follow Up Actions, Process Standardization
- **Procurement Documentation:** RFQ Files, Spend Histories, Purchase Records

PROFESSIONAL AFFILIATIONS

- Member, Association for Supply Chain Management, supporting continued learning in procurement and manufacturing supply.
- Participant, manufacturing purchasing peer group, sharing supplier negotiation and sourcing practices with fellow buyers.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST