

Raymond Pham

Global Category Manager, Machined Components

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STRENGTHS

-  **Commercial negotiation**
Negotiated pricing, payment terms, freight, delivery, currency, and inventory provisions. Suppliers gained clearer expectations and sourcing decisions moved forward.
-  **Supplier development**
Turned performance gaps into corrective actions and milestones. A practical review often gave engineering and operations a shared next step.
-  **Cost modeling**
Connected material inputs, cycle assumptions, secondary operations, and logistics factors. Teams gained a clearer view of component value.
-  **Risk management**
Tracked market, material, capacity, and delivery signals. When supply looked vulnerable, alternate sources and inventory actions entered discussion early.
-  **Matrix collaboration**
Coordinated engineering, quality, operations, finance, and sourcing partners. Colleagues regularly relied on concise updates during difficult supplier decisions.

SKILLS

Global Category Management

Strategic Procurement

Strategic Sourcing

Machined Components

Bearing Components

Cost Modeling Spend Analysis

Supplier Qualification

Supplier Development

RFP Management

Contract Negotiation

SUMMARY

Global sourcing and category management professional with five years of industrial manufacturing experience across **machined components**, bearings, castings, fabricated parts, stamped components, and strategic procurement. Develops global category strategies, spend analyses, process based cost models, RFPs, supplier qualification plans, and commercial agreements that support cost, delivery, quality, capacity, and long term supply goals. Technical knowledge covers milling, turning, grinding, gear cutting, metal forming, casting, fabrication, raw material inputs, cycle assumptions, secondary operations, and logistics factors. Coordinates engineering, operations, quality, finance, plant, **supply chain**, and **regional sourcing** partners in matrixed environments. Leads supplier development reviews, KPI reporting, risk analysis, **cost savings** funnels, corrective actions, and multi region sourcing decisions that improve operational resilience and commercial performance.

EXPERIENCE

Global Category Manager, Machined Components

Northstar Industrial Components  January 2025 - Present  Cincinnati, OH

Owns **global category strategy** for machined components and bearings across multiple manufacturing sites. Leads sourcing events, cost modeling, supplier development, commercial negotiation, risk reviews, and KPI communication with senior supply chain stakeholders.

- Integrated spend, **engineering** requirements, and supplier capability into category strategy decisions.
- Built RFP packages for milling, turning, grinding, **gear cutting**, and fabricated parts.
- Negotiated pricing, **payment terms**, **delivery schedules**, freight, currency, and inventory expectations.
- Created process based cost models using material inputs, cycle assumptions, and logistics factors.
- Converted **supplier performance** gaps into corrective actions with engineering, quality, and operations.
- Presented savings funnels, supply risks, sourcing decisions, and recovery actions to stakeholders.

Strategic Sourcing Manager

ForgeLine Manufacturing Group  June 2023 - December 2024  Dayton, OH

Managed **strategic procurement** for machined, stamped, cast, and formed components used in industrial equipment. Directed supplier qualification, sourcing events, plant problem solving, market reviews, alternate source planning, and KPI governance across domestic and **low cost regions**.

- Qualified domestic and low cost region suppliers through capability, quality, and capacity reviews.
- Facilitated plant problem solving sessions that converted constraints into prioritized sourcing actions.
- Executed machining **RFPs** comparing tooling, material, logistics, lead time, and landed cost.
- Monitored market, delivery, and material conditions to surface **availability risks** early.
- Established alternate source and inventory countermeasures for vulnerable component supply plans.
- Consolidated savings, milestones, **supplier performance**, and risk actions into stakeholder reviews.

Strategic Buyer, Machined and Fabricated Components

Lakeview Power Systems  September 2021 - May 2023  Cleveland, OH

Sourced machined and fabricated components for industrial motion assemblies. Managed quotations, purchase terms, engineering clarifications, delivery commitments, supplier performance, spend data, and corrective actions while building practical category management experience.

- Sourced motion assembly components through quotations, purchase terms, and delivery commitments.

KPI Reporting Cost Reduction

Supply Risk Analysis

Continuous Improvement

LANGUAGES

English Native

Vietnamese Intermediate

MY CAREER



● Global Category Manager, Machined Components at Northstar Industrial Components (1.7 Years)

● Strategic Sourcing Manager at ForgeLine Manufacturing Group (1.5 Years)

● Strategic Buyer, Machined and Fabricated Components at Lakeview Power Systems (1.7 Years)

- Reviewed drawings, process routes, and quotations for machining, **casting**, and forming requirements.
- Cleansed supplier and commodity data to identify bidding and consolidation opportunities.
- Negotiated **pricing**, freight, payment conditions, and lead time with **engineering** support.
- Convened recovery discussions when capacity, material, or process issues threatened schedules.
- Documented supplier gaps, corrective actions, and performance results for sourcing decisions.

PROJECTS

Global Machining Cost Model 📅 2025

Built a practical cost model for machined, cast, and fabricated components using material inputs, cycle assumptions, secondary operations, freight, and logistics factors. Improved sourcing comparisons and supported clearer commercial decisions.

Low Cost Region Supplier Pipeline 📅 2024

Developed a supplier qualification pipeline across domestic and low cost regions. Compared capability, quality evidence, capacity, tooling, lead time, landed cost, and supply risk for strategic sourcing actions.

LEADERSHIP & AWARDS

- Recognized by senior supply chain stakeholders for clear category KPI and savings funnel reporting.
- Selected to lead cross functional supplier development reviews involving engineering, quality, operations, and regional sourcing.
- Trusted with progressive ownership of complex machining, bearing, casting, and fabricated component categories.

EDUCATION

Bachelor of Science in Supply Chain Management

University of Cincinnati 🎓 GPA: 4.0 📅 2021 📍 Cincinnati, OH

Coursework: Strategic procurement, operations management, supply chain analytics, supplier relationship management

CERTIFICATIONS

- Certified Supply Chain Professional, ASCM 📅 2026
- APICS Supply Chain Professional Development 📅 2026

TECHNICAL SKILLS

- **Machining Processes:** Milling, Turning, Grinding, Gear Cutting
- **Forming and Fabrication:** Metal Forming, Fabrication, Stamping
- **Casting Processes:** Casting, Cast Components, Raw Material Inputs
- **Procurement Systems:** Strategic Procurement, Strategic Sourcing, Category Management
- **Supplier Management:** Supplier Qualification, Supplier Development, Supplier Screening
- **Cost Analysis:** Cost Modeling, Spend Analysis, Landed Cost
- **Sourcing Events:** RFPs, Competitive Bidding, Supplier Selection
- **Commercial Negotiation:** Contract Negotiation, Pricing, Payment Terms
- **Logistics Management:** Freight Terms, Delivery Schedules, Lead Time
- **Supply Risk:** Supply Risk Analysis, Availability Risk, Alternate Sourcing
- **Performance Reporting:** KPI Reporting, Savings Funnels, Performance Reviews
- **Supply Planning:** Inventory Strategy, Capacity Analysis, Material Planning

PROFESSIONAL AFFILIATIONS

- ASCM professional community participant, focused on supply chain strategy and procurement practice.
- Cross functional sourcing partner to engineering, operations, quality, finance, plant, and regional supply teams.

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST