

Brody Sanchez

Senior Manager, Cost Engineering and Design to Value

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STRENGTHS

- 🔍 **Cost transparency**
Supplier reviews became more fact based after cost breakdowns clarified materials, conversion, overhead, and logistics.
- 👥 **Cross functional influence**
R&D, finance, quality, and sourcing teams found common ground through practical models and clear decision points.
- ⚙️ **Technical leadership**
Manufacturing process workshops gave engineers useful context, and peers often sought advice on difficult cost drivers.
- 🗨️ **Negotiation support**
Category leaders entered supplier discussions with defensible benchmarks, scenario choices, and a clearer commercial position.
- 🎓 **Talent development**
Model reviews and mentoring turned complex cost methods into repeatable practices that newer team members could apply.

SKILLS

Cost Engineering Design to Value

Should Cost Modeling

Strategic Sourcing

Supplier Transparency

Siemens PCM Cost Benchmarking

Spend Analysis RFx Management

Risk Management Negotiation

Vendor Selection Lean Six Sigma

Team Management

Category Management

SUMMARY

Senior **cost engineering** and **strategic sourcing** leader with 17 years of manufacturing experience across pharmaceutical, biotechnology, chemical, and packaging operations. Brings more than 10 years of practical **should cost modeling**, engineering based procurement leadership, and deep experience with design to value, **activity based cost accounting**, supplier cost transparency, global benchmarking, and strategic cost management. Leads cross functional programs spanning supply chain, R&D, procurement, finance, engineering, quality, and category teams within complex global matrix organizations. Governs Siemens PCM models, digital cost data, RFx management, spend analysis, supplier collaboration, negotiations, and risk management. Builds defensible benchmarks from product specifications and manufacturing processes, then converts findings into sourcing strategies and business decisions. Develops cost engineering talent through mentoring, training, and practical model reviews.

EXPERIENCE

Director, Cost Engineering and Strategic Value

Asterion Biopharma Manufacturing 📅 February 2022 - Present 📍 Raleigh, NC

Leads a global cost engineering program supporting pharmaceutical supply chain, sourcing, product development, finance, and category teams. Governs Siemens PCM standards, digital cost data, design to value reviews, supplier transparency, and talent development across regulated product categories.

- Established **Siemens PCM cost structures** covering labor, equipment, materials, overhead, yield, and regional economics.
- Directed **design to value** reviews that converted **product specifications** into defensible sourcing benchmarks.
- Translated **supplier cost transparency** findings into negotiation positions and competitive RFx strategies.
- Oversaw supplier cost database integration with procurement and enterprise data assets for scalable analysis.
- Set training priorities and mentored cost engineers through model reviews and manufacturing workshops.
- Aligned **supply chain**, R&D, finance, engineering, and quality stakeholders across global category initiatives.

Senior Manager, Cost Engineering

Helix Therapeutics Operations 📅 May 2018 - January 2022 📍 Durham, NC

Managed should cost and **design to value** initiatives across biologics, chemical processing, sterile manufacturing, and primary packaging. Connected technical cost analysis with sourcing, product development, finance, quality, and supplier decisions inside a virtual matrix organization.

- Built global benchmarks from specifications, process parameters, supplier inputs, equipment assumptions, and regional data.
- Applied **activity based cost accounting** to isolate value adding steps and actionable cost drivers.
- Led **R&D**, operations, **procurement**, quality, and finance teams through executable cost opportunity plans.
- Facilitated supplier negotiations using manufacturing comparisons, scenario analysis, and technically grounded cost rationales.
- Prioritized simultaneous launch and transformation projects within changing virtual matrix environments.
- Strengthened stakeholder alignment by translating analytical findings into clear sourcing and supplier development actions.

Cost Engineering Manager

Vantage Chemical and Packaging 📅 July 2014 - April 2018 📍 Greensboro, NC

LANGUAGES



MY CAREER



- Director, Cost Engineering and Strategic Value at Asterion Biopharma Manufacturing (4.7 Years)
- Senior Manager, Cost Engineering at Helix Therapeutics Operations (3.7 Years)
- Cost Engineering Manager at Vantage Chemical and Packaging (3.8 Years)
- Senior Manufacturing Engineer at Carolina Medical Components (3 Years)
- Manufacturing Engineer at BluePeak Specialty Manufacturing (1.9 Years)

Led manufacturing cost modeling for specialty chemical intermediates and packaging components. Supported category sourcing, supplier selection, RFx events, lean improvement, and capability development through structured cost analysis and technical **mentoring**.

- Developed should cost models for molding, forming, filling, blending, and conversion processes.
- Introduced supplier cost breakdown templates covering materials, conversion, tooling, overhead, and logistics.
- Supported **RFx management** and **vendor selection** with benchmarks, risk assessments, and technical comparisons.
- Connected Lean Six Sigma observations with **design to value** opportunities and process waste reduction.
- Mentored engineers and buyers on model interpretation, supplier discussions, and activity based costing.
- Improved **negotiation** clarity by documenting cycle assumptions, cost drivers, and manufacturing economics.

Senior Manufacturing Engineer

Carolina Medical Components 📅 June 2011 - June 2014 📍 Winston-Salem, NC

Led process engineering for regulated component manufacturing across machining, molding, assembly, inspection, and packaging. Connected product development, sourcing, suppliers, quality, and operations through cost, manufacturability, capacity, and risk analysis.

- Created new product cost estimates using routings, cycle times, labor, materials, scrap, and tooling.
- Compared supplier process alternatives during new product introductions and manufacturability reviews.
- Applied Lean Six Sigma methods to investigate variation, yield, production risk, and cost drivers.
- Prepared capital and supplier analyses linking **engineering** requirements with throughput and implementation decisions.
- Coached junior engineers on process documentation, data analysis, and structured problem solving.
- Coordinated operations, quality, sourcing, and **supply chain** partners through regulated production decisions.

Manufacturing Engineer

BluePeak Specialty Manufacturing 📅 June 2009 - May 2011 📍 Asheville, NC

Supported chemical and **packaging manufacturing** operations through process analysis, production data review, early cost estimates, supplier evaluations, and structured improvement work. Built foundational knowledge across mixing, filling, forming, and packaging technologies.

- Maintained routings, work instructions, equipment parameters, and production data for cost estimation.
- Analyzed cycle time, labor, material usage, yield, and scrap data to identify cost drivers.
- Developed early should cost estimates comparing manufacturing routes, supplier quotations, and technical assumptions.
- Conducted process studies across mixing, filling, forming, and packaging operations.
- Supported supplier and equipment evaluations through capability, capacity, risk, and cost reviews.
- Applied Lean methods to production issues, countermeasures, and cross functional communications.

PROJECTS

Global Supplier Cost Transparency Database 📅 2024

Coordinated procurement, engineering, finance, and supplier partners around a shared cost transparency database. The work created a clearer path from supplier data to negotiation planning and enterprise decisions.

Design to Value Portfolio Review 📅 2021

Facilitated product, R&D, sourcing, and manufacturing conversations around specifications and process routes. Teams identified practical value opportunities without losing focus on quality or patient supply.

Manufacturing Cost Modeling Mentorship Program 📅 2017

Built a practical learning forum where engineers and buyers reviewed models, challenged assumptions, and shared manufacturing knowledge. Participants gained confidence discussing cost drivers with suppliers and category leaders.

LEADERSHIP & AWARDS

- Lean Six Sigma Black Belt, recognized in 2017 for disciplined process improvement leadership.
- Certified Professional in Supply Management, earned in 2019 for procurement and sourcing expertise.
- Executive Sponsor, Cost Engineering Community of Practice, guiding global standards and peer learning.

EDUCATION

Bachelor's Degree in Mechanical Engineering

North Carolina State University 🎓 GPA: 3.5 📅 2009 📍 Raleigh, NC

Coursework: *Manufacturing processes, cost analysis, engineering design, operations management*

CERTIFICATIONS

- Lean Six Sigma Black Belt 📅 2017
- Certified Professional in Supply Management 📅 2019

TECHNICAL SKILLS

- **Cost Modeling:** Should Cost Modeling, Siemens PCM, Cost Benchmarking
- **Strategic Procurement:** Strategic Sourcing, Category Management, Supplier Selection
- **Cost Accounting:** Activity Based Cost Accounting, Spend Analysis, Cost Analytics
- **Supplier Management:** Supplier Cost Transparency, Supplier Collaboration, Supplier Development
- **Manufacturing Processes:** Pharmaceutical Manufacturing, Biotechnology Manufacturing, Chemical Manufacturing
- **Packaging Operations:** Packaging Manufacturing, Filling, Forming
- **Sourcing Events:** RFx Management, Competitive Bidding, Vendor Selection
- **Value Engineering:** Design to Value, Product Specifications, Process Optimization
- **Quality Methods:** Lean Six Sigma, Root Cause Analysis, Process Improvement
- **Business Analysis:** Market Analysis, Risk Management, Scenario Analysis
- **Digital Procurement:** Procurement Data, Enterprise Data Integration, Cost Databases
- **Leadership Development:** Training, Mentoring, Team Management

PROFESSIONAL AFFILIATIONS

- Cost Engineering Community of Practice, Executive Sponsor, supporting shared methods and global collaboration.
- Manufacturing Cost Modeling Mentorship Program, Senior Mentor, helping practitioners connect engineering detail with sourcing decisions.

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST