

# Elias Campos

## Value Engineering Category Lead

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### STRENGTHS

- 👥 **Cross Functional Leadership**  
Connected Procurement, Product Development, Manufacturing, Finance, Operations, and Brand teams around practical decisions.
- 🧠 **Commercial Judgment**  
Negotiated supplier and specification changes with quality and continuity in view. Colleagues valued balanced recommendations.
- 📊 **Financial Modeling**  
Turned formulation, freight, conversion, inventory, and capital inputs into clear business cases for leaders.
- ⚙️ **Operational Problem Solving**  
Used plant constraints and supplier facts to shape workable sourcing options. That kept analysis close to reality.
- 🗣️ **Quiet Stakeholder Influence**  
Shared risks and tradeoffs plainly, helping groups reach decisions without losing product or brand standards.

### SKILLS

Value Engineering   Procurement

Strategic Sourcing

COGS Reduction

Commercial Negotiations

Financial Modeling

Business Case Development

Project Management

Manufacturing Optimization

Ingredient Sourcing

Supply Chain Optimization

Supplier Management

### SUMMARY

Value engineering and **procurement** leader with 9 years of experience across **consumer packaged goods** and **formulation driven manufacturing**. Leads cost of goods reduction, strategic sourcing, commercial negotiations, manufacturing optimization, and **business case development** while protecting product quality, regulatory requirements, consumer expectations, and brand standards. Builds financial models and value engineering roadmaps that connect supplier economics, formulation performance, production feasibility, freight, inventory, and capital implications. Coordinates Procurement, Product Development, Manufacturing, Finance, Operations, Quality, and Brand stakeholders through assessment, testing, decision making, and implementation. Career growth reflects broader ownership, from sourcing analysis and supplier qualification through category leadership and enterprise value programs. Brings clear communication, practical judgment, and steady stakeholder influence to complex initiatives, helping organizations achieve sustainable savings without weakening supply resilience or product integrity.

### EXPERIENCE

#### Senior Manager, Value Engineering

Bluegrass Consumer Brands 📅 May 2023 - Present 📍 Columbus, Ohio

Leads **value engineering** across beverage and packaged products, guiding cross functional teams through financial analysis, technical trials, regulatory review, quality validation, commercialization, and senior decision making. Owns multi year COGS plans that balance savings, formulation performance, operational feasibility, supply continuity, and **brand standards**.

- Integrated Procurement, R&D, **manufacturing**, Finance, **Operations**, and Brand inputs into COGS plans
- Built financial models comparing formulation, packaging, supplier, freight, conversion, and capital implications
- Directed ingredient and packaging redesigns through technical trials, regulatory review, and quality validation
- Negotiated specification alternatives that preserved product performance and manufacturing continuity across multiple sites
- Created multi year value roadmaps sequencing quick wins, plant changes, and supplier development opportunities
- Presented project economics, risks, tradeoffs, and implementation status to senior business leaders

#### Category Manager, Strategic Sourcing

Riverbend Foods Group 📅 January 2020 - April 2023 📍 Cincinnati, Ohio

Managed **strategic sourcing** for formulation ingredients and packaging across a multi site food and beverage network. Progressed from category analysis into broader commercial leadership, connecting supplier capability, commodity drivers, plant constraints, demand, landed cost, and transition risk within executive decisions.

- Managed ingredient and packaging categories supporting a multi site **food and beverage** network
- Built category strategies from spend analysis, supplier capability, commodity drivers, and demand forecasts
- Led competitive sourcing and negotiations covering price, service, quality, capacity, and continuity
- Qualified alternate materials with **Product Development** and plants through controlled trials and specification reviews
- Developed supplier change cases using landed **cost**, inventory, transition expense, and operational **risk**

Cost Analysis   Risk Analysis

Consumer Packaged Goods

## LANGUAGES

English Native

Spanish Proficient

## MY CAREER



- Senior Manager, Value Engineering at Bluegrass Consumer Brands (3.4 Years)
- Category Manager, Strategic Sourcing at Riverbend Foods Group (3.2 Years)
- Procurement Manager at Lakefront Beverage Manufacturing (1.4 Years)
- Sourcing Analyst at Midwest Home & Personal Care (1 Years)

- Maintained executive reporting for savings pipelines, sourcing decisions, supplier risks, and implementation dependencies

### Procurement Manager

Lakefront Beverage Manufacturing 📅 July 2018 - December 2019 📍 Cleveland, Ohio

Managed procurement for ingredients, processing aids, and indirect requirements supporting formulation driven beverage production. Built stronger sourcing judgment through market analysis, supplier issue resolution, total cost evaluation, and standardized reviews that protected production continuity.

- Managed ingredients, processing aids, and indirect requirements for formulation driven beverage production
- Analyzed purchase history, production plans, lead times, and order constraints to reduce material exposure
- Negotiated renewals and spot purchases using market benchmarks and total cost analysis
- Resolved supplier deviations with Quality and Operations teams through documented corrective actions
- Evaluated alternate sourcing scenarios across price, freight, inventory, qualification effort, and operational risk
- Standardized supplier reviews around service, quality, cost, responsiveness, and continuity

### Sourcing Analyst

Midwest Home & Personal Care 📅 June 2017 - June 2018 📍 Indianapolis, Indiana

Supported sourcing analysis for chemicals, ingredients, and packaging used in consumer product manufacturing. Developed an analytical foundation through spend reviews, landed cost models, supplier research, qualification support, and concise reporting for sourcing decisions.

- Supported sourcing analysis for chemicals, ingredients, and packaging in consumer manufacturing
- Prepared spend and price variance analyses that identified negotiation priorities and recurring cost drivers
- Modeled supplier quotations using freight, order quantities, payment terms, and plant requirements
- Coordinated supplier qualification and material change documentation with Quality and plant stakeholders
- Maintained project trackers summarizing commercial risks, milestones, and open leadership decisions
- Researched supplier markets and manufacturing inputs for negotiation preparation and sourcing recommendations

## PROJECTS

### Beverage Packaging Value Roadmap 📅 2024

Built a phased roadmap for packaging alternatives, linking supplier economics, plant feasibility, quality validation, and commercialization decisions.

### Ingredient Network Optimization Study 📅 2022

Evaluated alternate ingredient sources across sites using landed cost, capacity, continuity, qualification effort, and operational risk.

## LEADERSHIP & AWARDS

- Procurement Development Network Mentor, recognized for practical guidance and thoughtful support of emerging procurement professionals.
- Manufacturing Value Analysis Forum Peer Roundtable Member, contributing grounded perspectives on sustainable cost improvement.
- Lean Six Sigma Green Belt recipient, reflecting disciplined process improvement and measured problem solving.

## EDUCATION

### Bachelor's Degree in Supply Chain Management

Indiana University 🎓 GPA: 4.0 📅 2017 📍 Bloomington, Indiana

*Coursework: Strategic sourcing, procurement analytics, operations management, supply chain finance*

## CERTIFICATIONS

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- Certified Professional in Supply Management 📅 2021
- Lean Six Sigma Green Belt 📅 2020

## TECHNICAL SKILLS

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- **Value Engineering:** COGS reduction, cost optimization, value roadmaps
- **Procurement Systems:** Strategic sourcing, category management, spend analysis
- **Financial Analysis:** Financial modeling, business cases, landed cost
- **Commercial Management:** Supplier negotiations, pricing, contract renewals
- **Manufacturing Operations:** Process analysis, conversion cost, plant constraints
- **Ingredient Sourcing:** Formulation inputs, alternate materials, supplier qualification
- **Packaging Sourcing:** Packaging redesign, specifications, material trials
- **Supply Chain Planning:** Network optimization, demand forecasts, supply continuity
- **Quality and Compliance:** Regulatory review, quality validation, corrective actions
- **Project Delivery:** Project management, testing, implementation gates
- **Stakeholder Management:** Cross functional leadership, executive reporting, risk communication
- **Continuous Improvement:** Lean Six Sigma, process improvement, root cause analysis

## PROFESSIONAL AFFILIATIONS

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- Procurement Development Network, Mentor, 2023 to Present.
- Manufacturing Value Analysis Forum, Peer Roundtable Member, 2022 to Present.

## ADDITIONAL INFORMATION

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

## REFERENCES

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AVAILABLE ON REQUEST