

Leonardo Braga Guerra

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EXECUTIVE SUMMARY

- 5 years of experience in supply chain management (Procurement, logistics and planning)
- 2 years of negotiation skills and contracts; ISM negotiation course
- 4 years of team leading experience
- 5+ years of full-time work in the USA

EDUCATION

Abril 2016

BYU - MARRIOTT SCHOOL OF BUSINESS

Provo, UT-USA

Bachelor of Business Management - Global Supply Chain Management Emphasis

- Sophomore Scholarship: For continuing students based competitively on college scholastic record
- Director of Professional Development Global Supply Chain Club

PERSONAL

- Six Sigma Green Belt Certified – University of Utah, David Eccles School of Business
- SAP TERP10
- Portuguese (native), Spanish (Intermediate), English (fluent)
- Advanced Excel skills- Pivot Tables, VLOOKUP, VBA, Macros
- SharePoint Site Manager/Owner Certificate
- Advanced Office package

Jul 2014

EXPERIENCE

2017-2019

Embraer S.A (Indirect Procurement)

São José dos Campos, SP

Supply Chain Analyst II

Supplier Management and Development

- Negotiate new contracts for marketing intelligence strategies
- USD900.000 on average savings a year by using SISPROM tax break for international sponsorships
- Procurement PMO for the new Customer Experience Center, over 5M in contracts
- Monitor efficiency of the agencies who currently have a contract with Embraer
- Create value by using MROI data to create balanced scorecards and track efficiency of the purchases
- Manage all Embraer sponsorship contracts for Brazil and Florida
- Develop new partners to supply gifts and giveaways related to Embraer logo/image

2015 – 2017

Gulfstream Aerospace Co. - General Dynamics (Aerospace e Private and Business Aircrafts)

Savannah, GA

Buyer Associate

Managed 30+ suppliers daily with accounts of 6M dollars spending a year

- 35% reduction in all non-conformance parts, approximately 5 thousand items
- US\$80K savings by leading a project that mitigated the third-party services by hiring contractors
- Improved supplier delivery performance in up to 75% by implementing a new follow up system
- New supplier development and selection to guarantee better prices and lead times
- Worked with Material Analysts to ensure spare parts were in stock or within the lead times
- 50+ PO's placed on average each day
- Implemented a new quality management system with emphasis in mitigation of risks and implemented scorecards
- Management of all blocked invoices to assure on time payment

Created and distributed daily reports for Product Support Spares and Repairs procurement team

- Worked with managers, directors and VPs to provide Product Support daily, weekly and monthly performance
- US\$350k+ savings by creating analytical reports with macros for a department of 50+ team members
- Created and maintained Department SharePoint to provide visual analytics of department's performance

2014 – 2015

doTERRA International LLC (Food and essential oils)

Pleasant Grove, UT

Logistics Coordinator

Analyzed the logistics strategy and established strong relationships between 3PLs, Receiving and Purchasing Team

- Improved nonconformance deliveries from suppliers in 30% using quality control
- Worked with 3PLs partners and warehouse to coordinate logistics of small parcel and bulk order fulfilment
- Created 3PLs scorecard to provide overall performance, activities, and growth
- Quotation of couriers and monitored deliveries
- Control and stock accuracy management
- Team lead of 10 employees from doTerra and 3PLs in the warehouse