

Senior Industrial Buyer

Olivia Martinez

Professional summary

Senior Buyer with experience in industrial procurement. Specializing in sourcing raw materials, components, and machinery for manufacturing operations. Skilled in supplier negotiation, cost analysis, and streamlining procurement processes to increase operational efficiency.

Experience

Senior Industrial Buyer

June 2017 - Now

General Motors / Detroit, MI

- Lead purchasing decisions for raw materials, components, and heavy machinery used in vehicle manufacturing.
- Negotiate pricing with global suppliers, driving a 10% reduction in material costs year-over-year.
- Conduct regular supplier audits to ensure compliance with quality standards and sustainability practices.
- Manage inventory levels to reduce excess stock while ensuring production timelines are met.

Industrial Buyer

July 2012 - May 2017

Ford Motor Company / Dearborn, MI

- Managed procurement of industrial machinery and production supplies for the manufacturing plant.
- Worked with suppliers to ensure on-time delivery and optimal pricing for machinery parts and production tools.

Volunteering

Volunteer Procurement Advisor

March 2019 - Now

Detroit Area Non-Profit Organization

- Assist in sourcing donated goods and services, ensuring quality while maintaining cost-effectiveness.
- Work closely with the finance team to develop budgeting strategies for purchasing needs.

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 United States, Detroit, MI

Education

Bachelor of Science in Supply Chain Management

Michigan State University

United States, Graduated: May 2012

Certifications

- **Certified Purchasing Professional (CPP)**, Institute for Supply Management, November 2018
- **Lean Six Sigma Green Belt**, University of Michigan, February 2016

Publications

- **"The Future of Industrial Procurement: Trends and Innovations"**, Procurement Today Magazine, June 2020
- **"Sustainable Sourcing in Manufacturing: A Buyer's Guide"**, Supply Chain Journal, December 2018

Skills

Industrial procurement and sourcing 

Vendor management and negotiations 

Cost analysis and cost reduction strategies 

Material inventory management 

Supplier audits and compliance 

Strong Excel and SAP skills 

Production planning and forecasting 