**ERONIM, ALEXANDER**

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A certified experienced rounder operations professional offering years of proven track record of outstanding results in conducting operations while meticulous adherence to international standards in achieving operational excellence.

### **WORK HISTORY**

**Procurement Manager February 2023 -**

**Outori Ltd – A dentsu Aegis Network Group Affiliate**

* Planned, coordinated, and implemented projects within budget, timeline, and scope to eliminate waste linkage, achieving an 80% success rate through effective project management practices.
* Monitored and presented project updates to stakeholders, clients, and team members, ensuring 100% transparency in project progress.
* Prepared a supplier scorecard to measure performance against key performance indicators, achieving 100% compliance tracking and reporting for senior management.
* Developed and maintained procurement and expediting reports, reducing equipment repair costs by 37% and increasing value in terms of support and warranty.
* Leveraged market and supplier analyses to optimize procurement negotiation and contract strategies, contributing to an estimated 20% increase in revenue/profit from procurement initiatives.
* Managed strategic supplier relationships, holding regular meetings with critical suppliers to ensure 100% alignment with Outori Ltd goals, enhancing supplier contribution value.
* Major Achievement(s) – Implement cost control measures through savings and avoidance achieving strategic savings which contributed to boost gross profit by 15% and reduce direct cost by 25%.
* Ensured an average of 45% budget savings on supply contracts from Q1 2022 to Q4 2032.
* Improved vendor performance by 12.5% and implemented process to improve project turn-around time.

**Procurement Operations Manager Jan 2018 - 2023**

**Raedial Holdings Limited.**

Tasked with the effective execution of strategies to advance the Procurement Functional Value objectives.

* Provide procurement assistance to ensure optimal utilization of company funds in procuring goods and services, focusing on Quality, Cost, and Risk Management.
* Leads the procurement consulting engagement for the various real estate projects and facility management plans.
* Developed savings opportunity assessments for all primary spend categories by coordinating rapid -negotiations with incumbent suppliers and delivered immediate cost savings
* Build strong collaboration with cross-functional teams such as finance, operations, and IT to align procurement strategies with overall business objectives
* Supplier Relationship Management and Budgeting
* Developed unit SOP, compliance frameworks, ensuring adherence to regulatory requirements and minimizing procurement-related risks.
* Developing, leading and executing purchasing strategies; tracking and reporting key functional metrics to reduce expenses and improve effectiveness

**Zenith Bank International Plc. 2010 – 2018**

**(Operations)**

* Demonstrate outstanding client services, resolve customer concerns timely and help build customer loyalty.
* Execute the man management such as understanding subordinate and knowing their strength and weakness.
* Bring in new business/customer to branch and maintain a sustainable and pleasant relationship with clients.
* Accomplish cash and fund management, receipt and payment of cash, late deposit batching, vault management, and documentation of daily cash processed in an accurate manner and within specified time.
* Monitor day to day operations, while tracking and reporting on performance and recommending actionable improvements as necessary.
* Support in creating a work place where people love to come to work every day
* Create procedure and protocol needed for effective operations
* Manage vendors and collaborate with key partner to effectively deliver on their good

**Olisburg Martinez Nigeria Limited, Delta State 2005 –2010**

**PROCUREMENT OFFICER/LOGISTICS**

* Review and Analyze all Vendors/Suppliers, supply and price options.
* Negotiate the best deal for pricing and supply contracts.
* Create and Maintain inventory of all incoming and current supplies.
* Create and maintain good relationships with vendors/suppliers and Resolving disputes and managing payments.
* Managing change requests and dealing with contracts breach.
* Maintain and updates list of suppliers and their qualifications, delivery times, and potential future development.
* Monitoring seller performance and integrating sub-contracted elements.
* Acting as compliance officer and interpreting contract specifications.
* Maintain accurate records of purchases and pricing.
* Ensure that the products and supplies are high quality

**Ayedu Soap And Company Limited, Delta State 2000 – 2001**

**Production/Processing Assistant**

* Responsibly kept an eye on quality of products to ensure compliance with anticipated standards by customer.
* Dynamically played a role of customer liaison officer and helped in monitoring trend in production volume.
* Developed strategies and implemented activities to make sure the sales growth was considerably improved.
* Comprehensively retain appropriate and adequate records of all transactions; conducted awareness surveys and effectively advertised company products.

**Internship with MD’s Logistics**

**WAREHOUSE OFFICER**

* Accomplished adequate operational report along with receiving, warehousing, distributions and operations.
* Ensured proper deliveries of goods and services and directed stock levels delivery time and transport costs.
* Convey awareness of day-to-day running of multi-site facilities; tracking, labeling, storage and item retrievals.

### **EDUCATION & PROFESSIONAL TRAINING**

**Nigerian Institute of Transport & Technology, Zaira**

**Logistics & Supply Chain Management (PGD)**

**2020-2021**

**(PPGD) Oil and Gas Facilities Maintenance Management**

Institute of Petroleum and Energy Marketers, Lagos (FUTO Affiliated)

**Higher National Diploma (HND) Chemical Engineering (Upper Credit)**

Institute of Management and Technology (I.M.T) Enugu, Enugu State

**CITLS (Certified International Trade Logistics Specialist)**

Import and Export Institute at Dunlap Stone University USA

Warehouse Management • Managing Export & Documentation • Managing International Sales & Payment Risks

Export Distribution • Inventory Management &Risk Pooling • Inco Terms Background • Supply Chain Management

Method of Payment and Post Shipment Documentation • Import and Export

**CWM (Certified Warehouse Manager)**

Multimix Academy Tappa House Imam Duada Lagos

Warehouse Processes • Material Handling • Storage Equipment • Distribution System • Warehouse Management

Managing Distribution • Inventory Planning &Control • Inventory Accuracy &Cycle Counting • Transportation

Security &Measurement • Integrated Material Management • Performance Measurement &Benchmarking

**CPM (Certified Procurement Manager)**

Procurement Management and Case Study • Negotiating & Contracting in Procurement& Supply

• Managing Contracts &Relationship in Procurement & Supply

**Certified in Customer Care Service**

Investors Edgewing Limited, Trainers and Financial Consultant

**HSE (Health Safety and Environment Training)**

CIPS (Chartered Institute of Procurement and Supply United Kingdom) Level 4 in view

Context of Procurement & Supply • Business Needs in Procurement & Supply • Sourcing in Procurement & Supply

Negotiating & Contracting in Procurement &Supply • Managing Contracts & Relationship in Procurement &Supply

### **SEMINAR ATTENDED & WORK**

Logistics cost reduction strategies

Warehouse and distribution management

Import logistics documentation and customs compliance

Reducing cycle time across the supply chain

Modern method and technology in purchasing and store management

**Research Work:** Production of detergent and liquid soap

**Seminar Work:** Production of bar soap • Production of perfume • Production of paints • Production of custard

National Youth Service Corp (NYSC), 2004 – 2005

Physics/Chemistry Teacher, Community High School, Ejuku Kogi State