
IVÁN ALEJANDRO GONZÁLEZ Y GONZÁLEZ

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PROFESSIONAL SUMMARY

Highly organized and results-driven Procurement and Supply Chain professional with over 20 years of experience and a bachelor's degree in administrative informatics. Expert in purchasing management, strategic sourcing, supplier negotiations, planning strategies, and operational process optimization. I am proficient in ERP systems (SAP, Oracle) and skilled in data analysis and team leadership.

Positions

Purchasing Manager, Procurement & Sourcing Specialist, Procurement Leader, Senior Buyer

SKILLS

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|---------------------------|---------------------------|
| • Purchasing Management | • Supplier Development |
| • Supply Chain Management | • Effective Communication |
| • Planning Management | • Strategic Thinking |
| • Supplier Negotiation | • Decision Making |
| • Sourcing Management | • Continuous Improvement |
| • Procure to Pay (P2P) | • Team Leadership |
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WORK EXPERIENCE

Purchasing & Sourcing Management / Supply Chain - Regional Strategy & Supplier Governance
CCL Motors
07/2025 to current date
Guadalajara, México.

Responsibilities

- Defined logistics operating priorities and governance model for import and export activities, ensuring compliance, cost control, and supply continuity
- Lead Warehousing –
 - New procedures, FIFO process, Labeling, receiving, incoming.
 - Traceability process based in APQP requirements
- Led strategic sourcing and supplier development for thermoplastics, packaging, and labeling materials.
- Established production supply priorities and planning parameters to protect line continuity and customer commitments.
- Defined performance measurement framework and decision KPIs for logistics, warehousing, and production operations.

Key Achievements

- Selection and qualification of new suppliers based on business cases and the company's strategic objectives.
- Put in place traceability process between warehouse, metal area, production, and warehouse and logistic.

- Fulfillment customer order on time
- Importing material no more than 10 working days by ocean and 5 by air.
- Define supplier evaluation considering process, quality, logistic, etc.
- Accountable for decision-making on new supplier selection
- Structured methodology for new supplier implementation across the entire AMEC region.

Purchasing & Sourcing Management / Supply Chain OEM SolarEdge Technology

**03/2022 to 01/2025
Guadalajara Mexico.**

Responsibilities:

- Led strategic sourcing and supplier development for Packaging, EPS (molding), thermoplastics and labeling materials across North America.
- Negotiated quotes, NDAs and contracts, managed quarterly price reviews, and drove supplier relationship development.
- Developed and optimized new supply chains across North America, ensuring compliance with cost, logistics, quality, and lead time targets.
- Collaborated with cross-functional teams for clear-to-build analysis, planning, and procurement alignment.
- Create and develop competitive bid with potential supplier
- Defined and implemented regional purchasing strategies aligned with corporate objectives and KPIs.

Key Achievements:

- ✓ Achieved \$910K in cost savings in 2024, with a projection of \$2M for 2025 through supplier negotiation and sourcing strategies.
- ✓ Expanded supplier base to reduce dependency and increase resilience.
- ✓ Based in company strategies, improved procurement KPIs and delivery performance across key materials.
- ✓ Packaging supplier expertise.
- ✓ Enhanced decision-making processes with KPI tracking and ERP integration (SAP/Oracle).
- ✓ Aligned sourcing with manufacturing operation & customer requirements.
- ✓ Implementation of new suppliers impacting financial benefits such as reducing inventory on transit.
- ✓ Implementation of supply chain under VMI, LT, MOQ, SPQ, Cost price + freight cost $\leq$ cost expected, etc. minimizing impact cost in inventories.
- ✓ Support production lines operation in all region
- ✓ Structured methodology for new supplier implementation across the entire AMEC region.
- ✓ Accountable for decision-making on new supplier selection
- ✓ Strengthened team leadership and data integrity controls.

Purchasing Supervisor Plexus Guadalajara

**01/2019 to 02/2022
Guadalajara Mexico**

Responsibilities:

- Conducted clear-to-build analysis and supply planning aligned with inventory and delivery goals.
- Managed freight costs, UPPV approvals, and procurement strategies for high-volume manufacturing.
- Developed KPIs and dashboards to monitor purchasing efficiency and performance.
- Led internal and external communications with suppliers and cross-functional teams.
- Implemented continuous improvement initiatives in sourcing and logistics.

Key Achievements:

- ✓ Recovered \$700K in UPPV, improving financial efficiency.
- ✓ Designed and implemented KPIs with 100% achievement rate.
- ✓ Built strong supplier relationships, reducing costs and ensuring consistent supply.
- ✓ Achieved zero line-down incidents and improved reporting quality.

Purchasing Supervisor Sanmina Guadalajara

**06/2018 to 01/2019
Guadalajara Mexico**

Responsibilities:

- Led procurement and planning for key manufacturing materials.
- Developed KPIs and strategic procurement processes.
- Ensured coordination across departments and suppliers for on-time delivery.
- Oversaw data accuracy in procurement systems (pricing, lead times, MOQ, etc.).

Key Achievements:

- ✓ 100% KPI success through data analytics and structured performance tracking.
- ✓ Reduced dependency on single suppliers and improved delivery metrics.
- ✓ Strengthened internal controls and supplier partnerships.

Materials Planning Expert & Supply Chain Flextronics

**05/2016 to 03/2018
Guadalajara Mexico**

Responsibilities:

- Managed MPS (Master Production Schedule) for new product introductions (NPI).
- Implemented demand planning and inventory control strategies.
- Negotiated prices, terms, and delivery with suppliers.
- Enhanced data integrity and communication across internal teams.

Key Achievements:

- ✓ Reduced order delays through proactive planning and supplier engagement.
- ✓ Improved customer satisfaction through accurate forecasts and planning.
- ✓ Managed complex product portfolios in a high-volume, low-mix environment.

Program & Materials Planning Scheduler Jabil de México

**06/2015 to 05/2016
Guadalajara Mexico**

Responsibilities:

- Oversaw monthly sales >\$8.6M as material planner Scheduler.
- Conducted CPFR, inventory control, and backlog reduction initiatives.
- Supported internal clients by analyzing demand and preventing shortages.

Key Achievements:

- ✓ Improved planning efficiency and customer satisfaction.
- ✓ Successfully implemented Sales & Operations Planning (S&OP).
- ✓ Reduced backlog orders and enhanced service delivery.

Master Planner Scheduler / Strategic Planning Demand Flextronics

**08/2009 to 06/2015
Guadalajara Mexico**

Responsibilities:

- Managed strategic demand planning, inventory optimization, and DOS improvement.
- Applied Lean Manufacturing techniques for production line efficiency.

- Ensured balance between supply and demand for timely fulfillment.

Key Achievements:

- ✓ Reduced inventory from \$2.5M to \$700K in one quarter.
- ✓ Achieved 30% freight cost reduction and zero line-down incidents in 9 months.
- ✓ Improved quality and cycle times through process improvements.

Own business

06/2007 to 08/2009
Guadalajara Mexico

Responsibilities:

- Manage **daily production and operations** to ensure tortillas are produced efficiently and on time.
- Plan **raw material inventory** and ensure timely supply of corn, flour, packaging, and other materials.
- Coordinate **customer orders, deliveries, and distribution** to ensure on-time service.
- Monitor **product quality, food safety, and equipment performance**.
- Manage employees, costs, cash flow, and overall business profitability.
- Maintain strong **customer relationships** and ensure customer satisfaction.

Tiger Technology / Sales Manager

04/2004 to 09/2007
Guadalajara Mexico

Responsibilities:

- Lead **sales and business development** activities, identifying new customers and growth opportunities.
- Manage **customer relationships, RFQs, quotations, pricing, and commercial negotiations**.
- Develop and maintain **sales forecasts, budgets, and revenue targets**.
- Coordinate with Supply Chain, Operations, Engineering, Quality, Finance, and Procurement to ensure customer requirements are met.
- Lead **new business and project launches**, ensuring commercial commitments, cost, timing, and capacity are aligned.

SCI / Sanmina / Sr Buyer / Purchasing leader

06/2000 to 12/2003
Guadalajara Mexico

Responsibilities:

- Lead **strategic sourcing and procurement activities**, including supplier selection, development, and negotiation.
- Manage **RFQs, pricing, contracts, cost reduction, and supplier performance**.
- Ensure **material availability, quality, cost, and on-time delivery** to support manufacturing operations.
- Develop and maintain **supplier relationships and sourcing strategies** for local and international suppliers.
- Drive **cost savings, supply continuity, and procurement efficiency**.

Responsibilities:

- **Train the Credit Team** on the system's functionality and processes.
- **Evaluate the quality and performance** of the credit system.
- **Manage the project implementation** for each business unit.
- **Ensure compliance with implementation timelines and deadlines** for each phase of the project.

EDUCATION

Posgraduate Specialty in Supply Chain Management
ITESO**completed on 08/2025**
Guadalajara, México

Logistic Management, Knowledge in inventory calculation strategies, data modeling and analysis, Lean Manufacturing (Value Stream Mapping) with value chains, corporate finance, demand forecasting and modeling, and a solid understanding of industrial processes. Skilled in the use of artificial intelligence and its application to supply chain management, as well as in driving digital transformation. Specialty in Agile methodologies, including Scrum, Kanban, and Agile Project Kickoff.

I completed my thesis for the Supply Chain Management specialization, focused on the development of a comprehensive Sourcing Strategy for a multinational company. The project begins with an in-depth analysis of the company's background, current situation, strengths, and weaknesses. It applies Lean Manufacturing principles—utilizing both current and future state Value Stream Mapping (VSM) along with various analytical tools to evaluate the existing sourcing process and design an improved, more efficient model

Lic. en Informática Administrativa
University, ITESO**06/1997**
Guadalajara, México

Languages:

- English — Professional / Advanced
 - Spanish — Native
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CERTIFICATIONS

Certificate in Advanced Purchasing	10/2022
ITESM	Guadalajara, México
Certificate in Supply Chain Planning	10/2023
Coursera	Guadalajara, México
Certificate in Supply Chain Sourcing	10/2023
Coursera	Guadalajara, México
Certificate in Supply Chain Operations	09/2023
Coursera	Guadalajara, México
Program Manager Course	06/2018
PMI/PMP	Guadalajara, México
Certification in Supply Chain logistics	08/2015
Coursera	Guadalajara, México

TOOLS & TECHNOLOGIES

ERP Systems: SAP, Oracle
Sourcing Tools: Pestel, SWOT, (RFI, RFP, RFQ), Procure to pay (P2P).
Analytics & Reporting: Excel (advanced), Power Pivot.
Data Mining / Machine Learning Tools: Orange
Project Management: Microsoft Project. Agile Methodologies
Forecasting & Planning: S&OP, MPS, Forecast modeling.
Process Improvement: Lean, Value Stream Mapping