

JULIA MENEZES PAIVA

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International Business Analyst | Pricing and Procurement

Work Experience

Hoyer Group

Procurement Analyst for LATAM – Latin America | *From Nov 2023 – Present*

- Manage international and domestic freight quotations (ocean, cabotage, and road), ensuring competitive rates and optimal lead times.
- Negotiate with carriers and agents to secure cost-effective logistics solutions for import and export operations.
- Develop detailed transportation proposals (BIDs) including timelines, costs, and service conditions.
- Monitor end-to-end logistics costs, identifying opportunities for transit time (TT) reduction and service optimization.
- Maintain strong relationships with local suppliers, agents, and logistics partners to enhance service quality.
- Handle freight registrations in the VCM system and ensure accurate cost allocation.
- Conduct warehouse negotiations to ensure favorable storage and handling terms.
- Compare supplier quotations and provide detailed cost analyses to support commercial decision-making.
- Support Inside Sales and operations teams with tailored logistics proposals for smooth implementation.
- Investigate and resolve billing discrepancies with carriers, ensuring accurate invoicing and system updates.
- Manage vessel data entry and maintenance in internal systems.
- Anticipate potential issues and implement action plans to minimize logistics costs and delays.

Next Shipping Logística Internacional Ltda.

Pricing & Procurement Analyst | *From Jul 2022 – To Aug 2023*

- Researching to obtain better routes, reduce transit time, and find logistical solutions.
- Negotiating with agents in the Americas and Asia for international freight rates.
- Maintaining relationships with overseas agents and co-loaders.

- Arranging air freight, FCL (Full Container Load), LCL (Less than Container Load), road transport, analyzing IMO cargo, and preparing tariffs for the sales team.

Nuno Fracht Cargas Internacionais Ltda.

Pricing & Procurement Assistant – America & Asia | From Oct 2020 – To Jul 2022

- Development of better origin and destination rates.
- Research to find improved routes and reduce transit time.
- Negotiations with agents in the Americas and Asia for international freight rates and new agreements.
- Maintaining relationships with overseas agents, airlines, and shipping companies.

UNOTECH Importação e Comércio

Import Assistant (buyer) | From May 2019 – To Oct 2020

- Responsible for all national and international purchases, including cost reduction and keeping the sales and accounting teams informed about process costs and the timelines of each stage of the import process.
- Acting as an intermediary between customs brokers and cargo agents with the importer; arranging national and international freight.
- Assisting with NCM (Nomenclature of Merchandise) and ANP (National Petroleum Agency) for major imports such as lubricants, industrial filters, and raw materials; entering invoices into the system, and managing client and order records in SAP Software.

Education

Bachelor's Degree in Internation Business | 2017 to 2018

Faculdades Metropolitanas Unidas - FMU
São Paulo – Brazil.

Courses

- English – Professional level
Language Exchange: SGIC Toronto – 2022
Language Exchange: EC Malta – 2023
- Fundamentals of International Business – 2018
- International Business Analysis
Imports: Incoterms, Brazilian import regulations, reductions, administrative aspects, exchange aspects, Siscomex, and Duimp.
Exports: Brazilian export regulations, risk analysis in operations, fiscal aspects, and taxation.

Skills

- Microsoft Office – Advanced
- SAP Software
- Freight Procurement (Ocean, Air, Truck, Cabotage)
- Supplier and Carrier Negotiation
- SAP / VCM
- BID Preparation
- Cross-cultural and Cross-functional Communication
- Data-Driven Decision Making
- Negotiation Skills
- Cost Reduction and Operational Efficiency Focus