



# Diego Gramari

39, single - Bairro Ipiranga, SP

## International Business - Supply Chain - Procurement

Language: English / Spanish / Portuguese

### PROFESSIONAL BACKGROUND

#### DELTA PLUS BRASIL

May.2023 - Actual

Purchasing & Procurement Supervisor

- Coordinating purchasing operation's team
- Supplier management / negotiations
- Raw material developments
- Projects of process improvements
- Importation developments

#### ARGOS GPS

Mar.2021 - Oct.2022

International Buyer Coordinator / Business Developer

- Coordinating business projects between supplier and client in Europe, USA and Brazil
- Global search for various products and raw materials
- Market development

#### SAMSUNG ELECTRONICS

Sep.2014 - Jan.2020

Logistics Analyst

- Analysis and auditing supplier's costs and payments, projects of innovation and improvements for logistics operational processes in all modals, involved in costs strategy and negotiations of contracts with procurement, costs reductions.
- Planning and provide accruals for logistics costs (FP&A)
- Financial audit
- Auditing and providing payments for costs of Risk Management, Warehouse, Imports, Storage and all involved extra costs

#### INDÚSTRIA MARÍLIA DE AUTO PEÇAS S.A

Jun.2013- Aug.2014

International Buyer

- Negotiating and purchasing imported products and electric components, managing operational processes of maritime and air cargo, controlling and following up shipping's until its clearance and arrival in the company's facility
- Negotiations and purchasing electrical products with international suppliers
- Planning production, stock and purchasing strategy
- Coordinating and monitoring multimodal import processes door to door
- Product development and outsourcing
- Contracting partners and services of logistics
- Analyzing costs and shipping documentations

### SUMMARY

I am a creative and passionate professional with over 15 years of experience, graduated in **International Business Administration** and an MBA in **Business Processes Management (BPM)**. My career has encompassed roles in **Supply Chain, International Purchasing, Procurement, Importation, and Logistics Cost Management**. I have had the opportunity to work in both small and large companies, which has provided me with a comprehensive perspective and extensive experience, particularly in business process improvement and project management.

### PROFESSIONAL PROFILE

I am a self-motivated professional with a strong drive to exceed expectations and deliver outstanding results. I adapt quickly to changes and am known for my organization, responsibility, and commitment. My curiosity and creativity fuel my passion for finding innovative, "out-of-the-box" solutions. I thrive in team environments and am dedicated to enhancing efficiency through systemic automation projects and process standardization.

### SKILLS

- Supplier development
- Market and Product Development
- Logistics Operations - transportation, warehouse, distribution center, insurance
- Import and Export Operation
- S&OP Planning
- Procurement
- Business Intelligence
- Process improvement projects
- Process Audit
- Cost Analysis / Data Analysis
- Financial Planning and Analysis (FP&A)
- Preparation and presentation of KPI's

### EDUCATION

#### MBA:

#### Business Process Management (BPM)

Faculdade de Informática e administração Paulista FIAP - 05/2014

#### Bachelor:

#### Administration/International Business

Universidade São Judas Tadeu - 2008

## CERTIFICATIONS & OTHER KNOWLEDGES

- **Scrum** Foundation Certificate (SFPC)
- **Kanban** Foundation (KIKF)
- **Business Intelligence** Foundation Professional Certification (BIFPC)
- **Power BI**
- **Innovation & Creativity** – Harvard Business School
- **ServiceNow** Foundation
- **Process Audit** VDA
- **Strategic Sourcing**

Excel Adv | VBA | Power Point | SAP | BI

## LET'S WORK TOGETHER?

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## ITALSPEED AUTOMOTIVE - TRABLIN TRADING DE LIGAS E INOCULANTES

Mar.2012 - Oct.2012

Import Analyst & Internacional Buyer

- Negotiate and purchase raw materials, managing operational processes of maritime and air cargo, controlling and following up shipping's until its clearance and arrival in the company's facility
- Negotiations and purchasing raw material with international suppliers
- Managing import documentation and following up maritime and air shipments.

## DUPONT DO BRASIL (BF CARGO OPERADORA MULTIMODAL)

Sep.2008 - Nov.2010

Import Analyst

- Managing operational processes of maritime and air cargo, since the opening of the material order sent by the Supply Chain responsible to the entry load in the plant facility
- Updating reports of all the purchase orders, to update and send shipping report lists for all the contracted freight forwarders weekly
- Responsible for control, negotiation, and invoice payments of freight, origin certify, demurrage, and other payment of services invoices weekly
- Updating management reports of imports and exports processes
- Managing all costs and demands of processes of import and export, updating financial controls (SOX) monthly
- Managing contracts with service suppliers in international trading as freight forwarders, custom houses and broker.

## DEVELOPED PROJECTS

**Brazil Traders** - Feb. 2020

- Consultancy and development of foreign trade for small and medium industries.

**Samsung do Brasil**

- Created the POD-C project, automation and monitoring of empty container returns to the terminal by electronic signal, avoiding demurrage costs.
- Development of standardized and automated billing spreadsheets for the logistics provider, aiming at reducing the analyst's approval time and reducing errors in calculations.

**Industria Marília de Autopeças** - 2013-2014

- I developed cost reduction projects with imported inputs for production purchased in the domestic market, reducing up to 2 million in the year.
- I envisioned the construction of a warehouse in the industry installation to keep a minimum stock to optimize the service of deliveries in the market.
- I developed the project to create a new product with potential for sales in the national market, prospecting Chinese suppliers for the production of parts, developing the technology, testing and approval of the products.

**Dupont do Brasil** - 2009-2010

- Six Sigma Project
- Participation in the search for improvements in processes and costs.

**Junior Enterprise Univ. São Judas Tadeu** - Feb.2005 - Jun.2005

- Participation in a SAP system implementation project at Bosh und Siemens Hausgerate. Training and creating e-learning for key users

## VOLUNTEER WORK

**Samsung Volunteering Group** - 2015 a 2020

- Career guidance for underprivileged youth
- "Hands-on project", painting and gardening at youth shelter