



**Project Management for Cost Savings in SCM. ERP Process Design for SCM and Warehouse. Procurement of Project Materials, MRO, and Subcontracts with National and International Suppliers. Formation of High-Performance Teams and Achievement of KPIs.**

**María Teresa Martínez Aguirre**

833 325 4154 aguirre.tere25@gmail.com

[Linkedin.com/in/maría-teresa-martínez-aguirre-supply-chain-management](https://www.linkedin.com/in/maría-teresa-martínez-aguirre-supply-chain-management)

**Tampico, Tamaulipas**

## Profile

Excellent negotiator, highly motivated, results-oriented, and committed to excellence. My flexibility and adaptability allow me to effectively address challenges, possessing strong communication skills, decision-making abilities, problem-solving acumen, and a results-driven approach. A natural leader and executor of improvement projects.

## Objective

I am looking for a management position in the area of materials supplies, with the objective of leading improvement projects and optimizing purchasing processes, guaranteeing their efficiency in terms of time and budget, aligned with company policies. My focus will be creating supply chain strategies to reduce procurement costs and increase quality, reliability and customer satisfaction, as well as supplier development.

## Educación

**2015** Diploma in Logistics. Universidad Autónoma de Tamaulipas.

**2012** BBA in International Business Degree. Universidad Autónoma de Tamaulipas.

**Software:** Office, Advanced Excel. ERPs (SAP, ORACLE, SPM). **Languages:** Spanish, English.

## Professional Experience

**2020 /Present. Supply Chain Manager.**

Geoteco International | (Ébano, S.L.P.)



**Responsibilities:** In charge of coordinating a team of 8 people (purchasing and warehouse). Handling equipment, spare parts, MRO, pumps, sucker rods, electrical and instrumentation materials, subcontracts. Accountable for the entire material procurement process, from purchase request authorization to delivery and storage of materials (300-500 requests per month) (Monthly budget of USD \$200,000).

### Achievements:

- Designed, implemented, and digitized the entire Purchasing and Warehouse process, as well as ERP process design and KPI implementation for the department, resulting in a 20% reduction in incidents and delivery delays.
- Introduced a platform to monitor the status of all equipment and a checklist of their components, recovering parts and achieving a 25% savings on motor repair budgets.
- Developed two international suppliers for contract materials, reducing costs and increasing contract profitability by 16%.

- Achieved 35% annual savings through the development of new suppliers, price lists, and a supply strategy.
- Maintained a 95% supplier satisfaction rate through guidelines, monitoring, and supplier development, as well as monthly delivery ratings.
- Formulated and implemented a minimum and maximum warehouse strategy for operational materials, which reduced acquisition costs by 20%, while maintaining and improving overall supplier quality and reliability.
- Successfully managed supply chain interruptions for side projects, ensuring minimal impact on customer orders and achieving a 98% fulfillment rate during challenging periods.
- Held a 99.5% order accuracy rate, reducing costly shipping errors and enhancing customer satisfaction.
- Secured a 16% cost savings in annual procurement expenditure through adept agreements with suppliers and key partners and proper yearly planning for material needs.
- Developed departmental performance metrics, reporting results to management monthly.
- Led a team of 8 people, including the warehouse, achieving a 25% increase in metric efficiency from 2021 to 2022.
- Reduced delivery times by 25%, enhancing the logistical efficiency of operational consumables.
- Established performance metrics for contractors, achieving an 18% improvement from 2021 to 2022.

### **2019 / 2020. Project Buyer.**

McDermott International Inc. | Altamira, Tamaulipas.



**Responsibilities:** In charge of the entire purchasing process of MRO consumables for all platform manufacturing projects. Also supported in the procurement of direct materials such as electrical materials, instrumentation, plates, and piping.

### **Achievements:**

- Developed the qualification and negotiation of agreements with 2 new welding brands, delivering consumables on time for all projects, achieving 25% savings and contributing to departmental metric achievements.
- Achieved 20% cost savings by developing an international supplier for the supply of abrasive for all projects.
- Implemented a material planning framework, identified and mitigated potential supply chain risks, reducing project-related disruptions by 25%.
- Analyzed supplier performance data and recommended improvements, increasing on-time delivery and quality performance by 15%.
- Maintained a 100% accuracy rate in conveying project procurement needs and specifications to suppliers, minimizing misunderstandings and improving delivery times.

### **2016 / 2018. International Buyer.**

Tubacero | Pánuco, Veracruz.



**Responsibilities:** Demonstrated competence in sourcing materials from at least five different countries, expanding the supplier base and diversifying supply chain sources. Responsible for the entire supply process for machine refurbishment for the Salinas-South Texas project.

### **Achievements:**

- Implemented a project to identify and register all machine spare parts with warehouse and operations support, identifying over 600 spare parts.
- Integrated at least 50 new international suppliers, achieving 30% savings in machine spare parts procurement and a 10% reduction in delivery times.

- Reduced average delivery time for international shipments by 20% through strategic supply chain optimization efforts.
- Maintained a 95% positive rating in supplier feedback surveys related to effective intercultural communication and relationship building.
- Achieved an average 12% cost reduction in international procurement contracts through specialized negotiation and supplier collaboration.
- Successfully mitigated supply chain disruption risks, reducing project delays due to international procurement issues by 15%.
- Ensured 100% compliance with international trade regulations, resulting in zero incidents of import/export compliance breaches.

## Skills

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Material procurement  
 Category management  
 Supplier evaluation  
 Commercial relationship management  
 Key performance indicators  
 Strategic planning  
 Inventory management  
 Demand forecasting  
 Logistics and distribution  
 Process development

Supplier development  
 Ability to achieve global results  
 Ability to analyze and interpret problems from data  
 Ability to communicate at different organizational levels  
 Project management  
 Strategies and methodologies for problem-solving