

Derek Sullivan

Purchasing Manager | Strategic Sourcing, Cost Reduction & Supplier Partnerships

Columbus, OH | (614) 555-0188 | derek.sullivan@email.com | linkedin.com/in/dereksullivan-purchasing

SUMMARY

Purchasing Manager with 3.5 years of experience (including 2 years leading a team of 3 buyers) managing \$18M in annual spend for an industrial equipment manufacturer. Delivered \$1.9M in cost reductions, improved supplier on-time delivery to 95%, and cut procurement cycle time by 30%. Skilled in strategic sourcing, negotiation, budgeting, supplier risk management, and ERP systems.

CORE COMPETENCIES

Purchasing Leadership: Strategic Sourcing, Category Management, Budget & Spend Control, Contract Negotiation, Supplier Development, Team Leadership & Coaching, Procurement Policy & Compliance

Supply & Risk: Supplier Risk Management, Inventory Coordination, Make-vs-Buy Analysis, Tariff & Logistics Impact, Dual Sourcing, Total Cost of Ownership

Systems: Oracle NetSuite, SAP, Coupa, Excel (Advanced), Power BI, Microsoft Project

PROFESSIONAL EXPERIENCE

Purchasing Manager

Jan 2024 – Present

Buckeye Industrial Equipment — Columbus, OH

- Lead a team of 3 buyers managing \$18M in annual spend across metals, components, and MRO categories.
- Delivered \$1.9M in cost reductions in 18 months through supplier consolidation, rebids, and index-based contracts.
- Improved supplier on-time delivery from 86% to 95% and reduced material shortages affecting production by 40%.
- Cut procurement cycle time by 30% by redesigning approval workflows and implementing e-procurement in Coupa.
- Developed supplier risk plans for 15 critical vendors, mitigating tariff and lead-time impacts on key components.

Senior Buyer

Jul 2022 – Dec 2023

Midwest Fabrication Group — Dayton, OH

- Managed \$9M in annual purchases of steel, castings, and fasteners for 3 manufacturing plants.
- Negotiated 25 supplier agreements that avoided \$620K in price increases during a volatile commodity period.
- Qualified 8 new suppliers and reduced average lead times by 12 days.
- Trained 2 junior buyers on PO processing, supplier communication, and expediting.

SELECTED ACHIEVEMENT

Led a make-vs-buy and dual-source initiative for a critical forged component, eliminating a single-source risk and saving \$270K annually.

EDUCATION

Bachelor of Business Administration in Supply Chain Management

Ohio State University, Fisher College of Business — Columbus, OH

2022 | GPA 3.5

CERTIFICATIONS

- Certified Purchasing Manager (C.P.M.) track — in progress
- APICS CPIM — in progress
- Lean Six Sigma Green Belt