

ROMARIC CLEMENTI

TARGET ROLE | CATEGORY MANAGER, FOOD - INTERNATIONAL PROCUREMENT

Strategic sourcing | Supplier strategy & negotiation | Food manufacturing | Cost & commodity insight | Data & GenAI
Tune, Greater Copenhagen | +45 28 73 74 85 | clementiromaric@protonmail.com | French / EU citizen | No sponsorship
French native | English fluent | Danish operational, PD2 / B1+ | Category sourcing portfolio: romaric-category-sourcing-portfolio.pages.dev

PROFESSIONAL FOCUS International Category Sourcing | Supplier Strategy | Food & Manufacturing | Data-led Procurement

Profile

Strategic sourcing and procurement professional with hands-on ownership of direct-material and supplier portfolios across 30+ international suppliers. Experience covers RFQs, supplier selection and replacement, commercial negotiation, framework/call-off structures, supplier development and supply-risk recovery, supported by food-manufacturing material-flow experience at Kraft Heinz. Combines supplier strategy and cost/commodity judgement with AX/D365, SAP and strong analytics to connect sourcing decisions with production, inventory and service consequences.

30+ INTERNATIONAL SUPPLIERS	5 / 40+ FOOD LINES / VARIANTS	100+ PRICING ISSUES CAUGHT	EU / US / ASIA SUPPLIER EXPOSURE
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Core match for HelloFresh

CATEGORY STRATEGY & SOURCING RFQs, supplier evaluation, selection/replacement, alternatives, sourcing routes, supplier-base rationalisation and category-strategy inputs.	NEGOTIATION, COST & COMMODITY Price, quantity, lead time, cadence, payment and supply terms; volume leverage, raw-material monitoring and total-cost / risk judgement.
FOOD PRODUCTION & SUPPLY Kraft Heinz: 5 lines / 40+ variants, SAP, inventory, material availability, forecast accuracy/bias and replanning with Purchasing, Warehouse and Production.	DATA & MATRIX EXECUTION AX/D365, SAP, advanced Excel, Power Query, Power BI/DAX, SQL and basic Python; data-led decisions across Procurement, Quality, Planning and Production.

Most relevant experience

TECHNICAL BUYER | SOURCING, SUPPLY CHAIN & SUPPLIER QUALITY
A.K.S. Finmekanik A/S | Hvidovre, Denmark
Official title: Planning, Supply Chain & Quality Coordinator | High-mix precision manufacturing
Jul 2024 - Jun 2025

- Sourcing ownership:** Owned assigned direct-material and supplier portfolios across 30+ suppliers in Europe, the US and Asia; ran RFQs, compared offers, selected/replaced suppliers and chose spot, scheduled, framework and call-off routes within delegated authority.
- Commercial & category judgement:** Negotiated price, quantity, lead time, cadence, payment and supply conditions; used demand, stock, expected volume, price/raw-material movement, capability and risk to structure recurring supply and longer-term recommendations.
- Supplier development & resilience:** Introduced and grew a capable supplier, then managed capacity overload by reallocating urgent work and controlling new commitments until recovery; developed alternatives and selectively shifted demand away from weaker sources.
- Cost, risk & execution:** Used total-cost/risk judgement across price, reliability, capacity, quality, inventory, rework and production-stop exposure; identified 100+ cost/sales-price inconsistencies before quotation impact and connected sourcing choices with MRP and production priorities.

Food, procurement & operations foundation

OPERATIONS / SUPPLY CHAIN COORDINATOR

Heinz Wattie's / Kraft Heinz | Christchurch, NZ

Feb 2017 - Mar 2018

• **Food manufacturing & planning:** SAP/Excel across five production lines and 40+ variants; tracked orders, consumption, inventory, incoming supply, material availability and forecast accuracy/bias, and replanned constraints with Purchasing, Warehouse and Production within HACCP/GMP-related routines.

PURCHASING & SUPPLY CHAIN SUPPORT

Fletcher Building | Auckland, NZ

Feb 2016 - Nov 2016

• **SAP purchasing:** Purchase orders and goods receipt across approximately 15-20 suppliers; confirmations, pricing/tender inputs, availability, delivery timing, inventory and discrepancy follow-up.

WAREHOUSE COORDINATOR - INVENTORY & FLOW

IKEA Distribution Centre | Høje Taastrup, Denmark

Mar 2020 - Jul 2022

• **Inventory & flow:** High-volume WMS, cycle counts, stock/location accuracy, discrepancy investigation and inbound/outbound flow, with practical KPI and process-discipline exposure.

Additional international & manufacturing experience

OPERATIONS SUPPORT OFFICER - FRENCH & EUROPEAN INBOUND

AOT / ATS Pacific | Melbourne, Australia

Apr 2013 - Sep 2015

• **International operations:** Managed French/European supplier and service files from rates/quotation inputs through bookings, confirmations, delivery, invoicing/payment and urgent recovery using NAV; frequent cross-border stakeholder coordination.

PRODUCTION & QUALITY TECHNICIAN

ArcelorMittal | France

Sep 2007 - Mar 2012

• **Manufacturing & quality:** Steel manufacturing, ISO 9001, audits, nonconformities, corrective actions, scrap/rework, 5 Why/Ishikawa, Lean and 5S; foundation in production economics, quality and process improvement.

PEDAGOGICAL ASSISTANT

Greve Kommune | Denmark

Jul 2022 - Jun 2024

• **Danish workplace:** Daily Danish communication, responsibility and collaboration; completed PD2/B1+ Danish.

Professional development - procurement, analytics & AI

Jul 2025 - Present

• **Analytics & decision support:** Advanced Excel, Power Query, PivotTables and Power BI/DAX; formal SQL Server/T-SQL training and basic Python for supplier-performance, spend, inventory/coverage, cost-comparison and exception-analysis practice.

• **ERP & GenAI:** SAP S/4HANA refresher/overview; category-performance, spend, inventory/coverage and cost-comparison views; responsible GenAI-assisted research and comparison with source validation and human commercial approval.

Systems, commercial capabilities & education

PROCUREMENT & COMMERCIAL RFQs / tender inputs supplier selection & replacement negotiation routine commercial agreements frameworks & call-offs supplier development category-strategy inputs total-cost / risk judgement	ERP, DATA & DIGITAL Dynamics AX/D365 SAP NAV MRP Advanced Excel Power Query Power BI/DAX SQL Server/T-SQL basic Python Jira GenAI-assisted workflows
EDUCATION IT & Business Systems Diploma - Box Hill Institute, Melbourne Industrial Automation & Quality Technician - CFAI Ardennes, France Technical Baccalaureate - Electrotechnics, France	LANGUAGES & MOBILITY French - Native English - Fluent Danish - Operational, PD2/B1+ EU citizen, authorised to work in Denmark without sponsorship International travel comfortable