

INTERNATIONAL CATEGORY SOURCING | SUPPLIER STRATEGY | FOOD MANUFACTURING | DATA

I connect supplier strategy, commercial decisions and operational reality to improve cost, resilience and execution.

Procurement decisions with the operational impact in mind.

Hands-on sourcing across 30+ suppliers in Europe, the US and Asia, with supplier selection, negotiation, framework and call-off structures, supplier development, supply-risk recovery and commodity-price judgement. Kraft Heinz adds direct food-manufacturing context across five production lines and 40+ variants.

30+

suppliers across Europe, US & Asia

5 / 40+

food lines / product variants

100+

pricing inconsistencies caught before quotation

2,000+

ERP and master-data records

FOUR REASONS THE PROFILE TRANSFERS

Category strategy & sourcing

RFQs, supplier evaluation, selection and replacement, alternatives, supplier-base decisions, sourcing routes and follow-through.

Negotiation, cost & commodity judgement

Price, quantity, lead time, cadence, payment and supply terms; volume leverage, framework/call-offs and raw-material market monitoring.

Food production & supply

Kraft Heinz: five lines, 40+ variants, SAP, inventory, material availability, forecast signals and cross-functional replanning.

Data & GenAI

AX/D365, SAP, Excel, Power Query, Power BI/DAX, SQL, basic Python and responsible GenAI-assisted research and scenario preparation.

WORKING PRINCIPLE

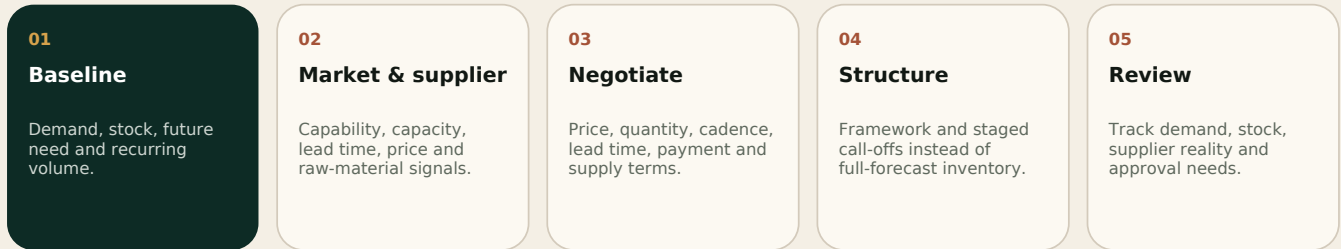
Evidence first. Make the commercial decision visible, keep authority clear and stay with execution until the supplier or operational action is closed.

CASE 01 | COMMERCIAL STRUCTURE

Recurring demand needs leverage without buying the whole forecast.

The documented decision combined historical consumption, current stock, future need, expected recurring volume, supplier capability, lead time and price movement before negotiation and call-off structure.

DECISION SEQUENCE



DOCUMENTED COMMERCIAL EVIDENCE



CATEGORY TRANSFER

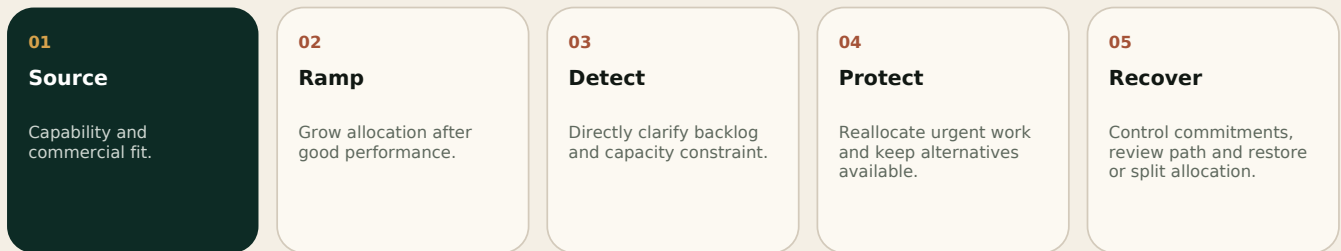
Scale the same discipline by mapping common demand and specifications across markets, making cost drivers and assumptions visible, using volume where it genuinely creates leverage, preserving justified local exceptions and tracking commodity, supplier and performance assumptions after implementation.

CASE 02 | SUPPLIER DEVELOPMENT AND CAPACITY RECOVERY

Develop the capable supplier, but do not ignore the capacity risk.

A supplier I sourced and introduced performed well on quality and commercial terms. As allocation increased, capacity became constrained. The response was to understand the bottleneck, protect urgent demand, control new commitments and preserve a useful source where recovery remained realistic.

RECOVERY SEQUENCE



SUPPLIER PERFORMANCE SHOULD TRIGGER ACTION



CATEGORY RULE

A supplier score is useful only when it leads to the right commercial or operational action. Separate the symptom from the root cause, define owners and dates, and feed recurring issues back into qualification, sourcing split, contract conditions or review cadence.

FOOD MANUFACTURING CONTEXT

Food sourcing eventually becomes material availability and production.

At Heinz Wattie's / Kraft Heinz, I supported material flow across five production lines and 40+ product variants using SAP and Excel, tracking orders, consumption, inventory, incoming supply, material availability, production priorities and forecast accuracy/bias with Purchasing, Warehouse and Production.

5

production lines

40+

product variants

SAP + Excel

material-flow visibility

HACCP / GMP

food-production discipline

CATEGORY ECONOMICS | DOCUMENTED INPUTS VS SCALING METHOD

Documented commercial inputs

Demand and volume, supplier quotations, supplier price evolution, raw-material movement, external-processing/service price movement, lead time, capacity, inventory exposure, quality/rework, freight where relevant, and continuity risk.

How I would scale the method

Build transparent category cost-driver views and future-price scenarios from approved market and supplier evidence. For make-or-buy, compare internal capability and capacity, investment/tooling, quality, lead time, variable/fixed economics, supplier capability, flexibility, continuity risk and strategic importance.

DATA AND GENAI

Data toolkit

AX/D365, SAP, Excel, Power Query, Power BI/DAX, SQL fundamentals and basic Python.

GenAI-assisted analysis

Use approved sources to accelerate market research, supplier/quotation comparison, cost-driver identification, scenario preparation and future-price assumption summaries.

Human accountability

Source validation, commercial assumptions, supplier recommendation, negotiation position, risk acceptance and final approvals remain human-owned.

Commercial data control

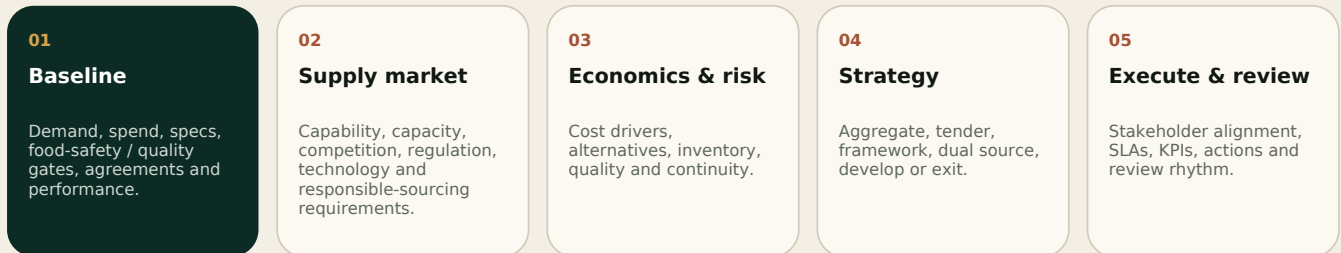
The 100+ pricing inconsistency case shows why ERP or analytical output is checked against source evidence before it reaches a major quotation or decision.

FROM DOCUMENTED SOURCING TO BROADER CATEGORY OWNERSHIP

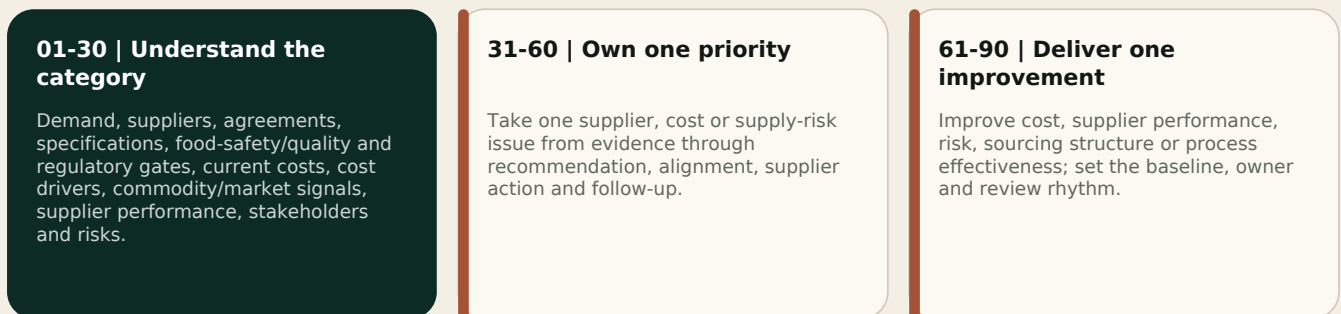
The learning curve is product and market. The sourcing discipline is already in place.

At larger scale, I would start by understanding common demand, local exceptions, supplier economics, market structure, cost drivers, performance, capacity and stakeholder requirements before choosing the category strategy.

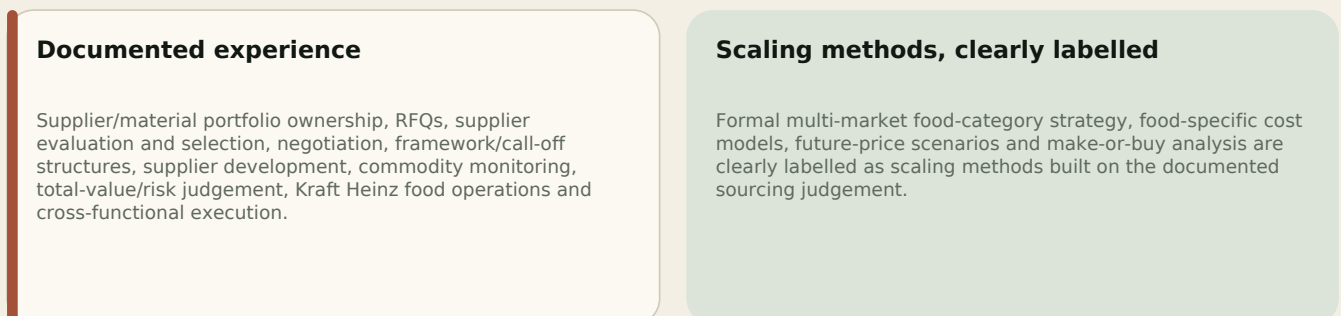
CATEGORY STRATEGY SEQUENCE



FIRST 90 DAYS



EVIDENCE BOUNDARIES



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