

FEDERICO ACCORSI

Toronto, ON, Canada

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PROFILE

Senior Procurement Professional, with proven success delivering results and reducing costs in infrastructure construction and mining machinery manufacturing environments. Highly refined negotiating and relationship management skills, with an ability to adapt to complex business landscapes. Expertise facilitating international sourcing arrangements. A creative and energetic team player dedicated to achieving organizational objectives. Trained in project management methodologies. Trilingual: English, Spanish, Italian.

PROFESSIONAL HISTORY

LOVAT Inc. (CATERPILLAR, Mining Division), Toronto, ON **2005 – 2010**
World leader in the custom design, service and manufacture of mining/construction equipment.

Senior Procurement Analyst

Accountable for the global outsourcing of large, customized structural and mechanical components of tunnel boring machines (TBMs), materials, services.

- Assessed and selected over 20 suppliers worldwide resulting in optimization of cost savings.
- Established strategic alliances with chosen suppliers, steadily increased quality and met on-time delivery of critical components resulting in six-digit cost reduction on all company's projects within the TBM line of business. Particular success obtained in identifying, selecting and developing metal fabrication suppliers in Mexico.
- Managed over 50 suppliers from the Americas, Asia and Europe ensuring compliant and effective working relationships.
- Conducted thorough periodic evaluation of supplier performances and product or service quality, leading to selection of most valid partners.
- Led joint effort with, Project Management, Planning, Warehousing, Logistics, QA and suppliers, to establish a joint plan, to minimize stocking, handling and logistic costs.
- Minimized non-conformances of complex and long-lead components by coordinating targeted inspections by QA staff, at suppliers' facilities.
- Acted effectively as a liaison between suppliers and Engineering for problem solution and for the development of new designs of components, as part of the company's standardization and cost reduction process.

BUSINESS OWNER, Toronto, ON **2000 – 2005**
Manufacturer/retailer of gourmet food products. Non-franchise.

Owner

Secured start-up financing, oversaw facility renovations, sourced and purchased products and specialized manufacturing machinery from Europe, stocked and rotated inventory.

EDUCATION

Project Management, 2009

Two days PMI-certified training, 1st level, by PMAI Alliance

Civil Engineering, 1984

Andres Bello Catholic University, Caracas, Venezuela

Three years towards the degree

LANGUAGES / NATIONALITY

Fluent in English, Spanish and Italian. Basic French.
Dual Nationality: Canadian; Italian.