JULIAN MERCER

PROCUREMENT MANAGER

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PROFESSIONAL SUMMARY

Procurement Manager with 11+ years sourcing direct and indirect materials for industrial and consumer manufacturers. Runs category strategy, supplier negotiations, and risk reviews that lower cost while protecting quality and delivery.

PROFESSIONAL EXPERIENCE

Procurement Manager Apr 2022 - Present
Cummins, Columbus, IN

- Manage a $60M spend portfolio in machined components, renegotiating contracts with 15 suppliers and saving 6% a year.
- Introduced quarterly supplier risk reviews covering financial health and capacity, and secured backups for four sole-source parts.
- Led a sourcing event for fasteners that moved volume to three qualified suppliers and shortened lead times by two weeks.
- Mentor three buyers on negotiation planning and total cost models, and two now run their own category projects.

Senior Buyer Mar 2019 - Mar 2022
Honeywell, Charlotte, NC

- Sourced electronic assemblies across 40 suppliers and negotiated annual price agreements that held cost flat despite inflation.
- Worked with engineering to qualify a second source for a key sensor, removing a single-supplier risk before launch.
- Reduced past-due purchase orders from 12% to 5% by setting a weekly expediting routine with suppliers and planners.
- Standardised the RFQ template and scoring sheet, which made supplier selection faster and easier to defend.

Buyer Jun 2017 - Feb 2019
Caterpillar, Peoria, IL

- Purchased castings and forgings, comparing quotes against cost models and winning price reductions on eight part families.
- Resolved supplier quality escapes with the quality team, shortening corrective action closure by about 10 days.
- Prepared contract renewals with legal and tracked terms in a central repository to prevent lapses.

Procurement Analyst Jul 2015 - May 2017
Kimberly-Clark, Irving, TX

- Analysed spend data for packaging materials and found $1.2M in savings opportunities through supplier consolidation.
- Built monthly spend dashboards in Excel and Power BI that category managers used to prioritise negotiations.
- Ran competitive bids for corrugated boxes and recommended an award that cut unit cost by 5%.

CORE SKILLS

Strategic sourcing | Category strategy | Contract negotiation | Supplier management | Total cost of ownership | Spend analysis | RFQ and RFP | Risk management | Supplier quality | ERP systems | SAP Ariba | Power BI | Excel | Stakeholder management

EDUCATION

B.S. in Supply Chain Management, Purdue University, West Lafayette, IN

CERTIFICATIONS

Certified Professional in Supply Management (CPSM) | Certified Purchasing Manager (C.P.M.)