JULIAN MERCER

PROCUREMENT SPECIALIST

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PROFESSIONAL SUMMARY

Procurement Specialist with 6+ years sourcing goods and services, running supplier selections, and managing contracts for manufacturing and retail organisations. Delivers cost savings, protects supply continuity, and keeps purchasing compliant with clear documentation and strong supplier relationships.

PROFESSIONAL EXPERIENCE

Procurement Specialist Mar 2024 - Present
Nike, Beaverton, OR

- Source packaging and trim materials for footwear lines, managing an annual spend of $24M across 35 active suppliers.
- Led two competitive bids covering shipping cartons and labels, achieving 9% savings while keeping quality metrics unchanged.
- Negotiated payment terms and volume tiers with key suppliers, improving cash timing by an average of 12 days.
- Built a supplier scorecard on delivery, quality, and responsiveness, used in quarterly business reviews with the top 10 vendors.
- Maintained contract records and approvals in the procurement system, keeping 100% of purchases inside policy during annual audit.

Buyer Jul 2022 - Feb 2024

- Placed and expedited purchase orders for footwear components with 20 suppliers, keeping on-time delivery above 92% through weekly follow-up.
- Compared quotes and landed costs for midsole and outsole materials, selecting suppliers that saved about $410K a year.
- Resolved late and short shipments with vendors and logistics teams, improving on-time-in-full receipts from 88% to 93%.
- Reviewed invoices against purchase orders and receiving records, reducing aged payment disputes by nearly a third.

Purchasing Assistant Jun 2020 - Jun 2022

- Processed purchase requisitions and orders in the procurement system, keeping approvals and delivery dates current for 12 buyers.
- Maintained supplier master data and certificates of insurance so the team passed its internal compliance review.
- Compiled weekly open-order reports for buyers, flagging 30+ overdue lines each month for follow-up with vendors.
- Compared quotes for recurring supplies and recommended consolidation that lowered unit cost by about 6%.

CORE SKILLS

Strategic sourcing | Supplier negotiation | RFQ and RFP management | Contract management | Cost analysis | Total cost of ownership | Supplier scorecards | Spend analysis | SAP Ariba | SAP | Purchase order management | Risk mitigation | Compliance | Stakeholder communication

EDUCATION

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

CERTIFICATIONS

Certified Professional in Supply Management (CPSM) | APICS Certified in Planning and Inventory Management (CPIM)