

Shatory Zeien

Director of
Purchasing

Profile

Employment History

Education

Details

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A dynamic and results-driven Director of Purchasing with 5 years of experience leading cost-effective procurement strategies, managing supplier relationships, and driving continuous improvements. Proven success in implementing strategic sourcing initiatives, reducing procurement costs, and ensuring timely delivery of high-quality products and services. Skilled in contract negotiation, budget management, and cross-functional team leadership, consistently delivering value and driving business growth.

Director of Purchasing at PepsiCo, IN

Mar 2023 - Present

- Successfully negotiated and secured a 15% cost reduction on raw materials, resulting in annual savings of \$3 million for PepsiCo IN, by leveraging strategic supplier relationships and implementing innovative sourcing strategies.
- Streamlined the procurement process through the implementation of a centralized purchasing system, leading to a 25% increase in efficiency and reducing order processing time from 10 days to 7 days, while maintaining high service levels and supplier performance.
- Led a cross-functional team in the development and execution of a comprehensive supplier diversity program, increasing the utilization of minority-owned and women-owned suppliers by 40%, and contributing to PepsiCo IN's corporate social responsibility initiatives.

Assistant Director of Purchasing at , IN

Jul 2018 - Jan 2023

- Successfully negotiated a 15% reduction in supplier costs, resulting in annual savings of \$1.2 million for the company.
- Implemented a new vendor management system that increased efficiency by 30%, reducing order processing time from three weeks to two weeks.
- Led a team of 10 purchasing agents and support staff, achieving a 20% increase in on-time deliveries and a 25% reduction in stock-out occurrences over two years.
- Developed and executed a strategic sourcing plan that identified \$500,000 in potential cost savings and improved supplier performance metrics by 10%.

Master of Business Administration in Supply Chain Management at Indiana University Kelley School of Business, Bloomington, IN

Aug 2014 - May 2018