



Jose Saiz de Omeñaca Monzón

Procurement Manager / Supply Chain Manager /

Madrid, Spain

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Languages

Italian (Basic)

French (Work Proficiency)

English (Work Proficiency)

Portuguese (Fluent)

Spanish (Native)

Dutch (Basic)

About

• Professional with more than 15 years experience in Buying, Demand Planning and Supply Chain Depts., in Fashion and Cosmetics companies. • Degree in International Economy, Masters at Instituto de Empresa in Strategic Management of Luxury companies and Master's in Financial Management, International Trade and Supply Chain Master at Universidad Carlos III. Fluent in English, French and Portuguese, medium level Italian and Dutch. • I have held Management positions in Procurement Depts and managed different product categories, defining and implementing strategy, Budget, negotiation with national and international suppliers, market analysis... • My main achievements are stock reduction around 20%, stock breakage, inventory cost reduction around 12%, increasement product rotation in store. • Expert at UNECE/UNCEFACT in Procurement, Supply Chain, Artificial Intelligence and International Trade.

BRANDS WORKED WITH



Experience



● Expert consultant

UNECE | May 2021 - Now

Member of the Committee of Experts. UNECE's major aim is to promote pan-European economic integration. Projects in Trade, Logistics, Purchase, Sustainability, AI



● Senior Buyer

PROCOLUIDE | Jan 2017 - Jan 2021

ReportingCEO. Department strategy definition, budget management for packaging and raw material, fragrances categories. Negotiation with suppliers, national and international, projects for brands as L'OREAL, Franck Provost or Douglas
Designand implementation of a continuous planning model. reporting & analytics and recommendations for improvement/growth actions SKUsn. packaging 1.500 / raw material 500 aprox. Budget. 12-15MME.
Results
23%stock reduction 12%purchase cost reduction buying

● International Product Manager

ONESIXONE | Jul 2016 - Jul 2016

ReportingCEO., Startegic negotiations with distributors and POS. Trade Marketing definition, market analysis Ecommerce management.
Results
Opening POS in Amazon and Europe.

● Commercial Manager

SOLANTU | Jan 2016 - Jan 2017

ReportingCEO. Create strategy and market analysis, Budget management by sales

● Cofounder - CMO

SQUEEZING THE MINDS | Jan 2013 - Jan 2016

ReportingCEO. Marketing & Social Media strategy, Project definition together with Dev. Team. "Agile" methodology implementation.
Resultados:



● Comprador Demand Planner

Time Force | Jan 2008 - Jan 2013

Traffic increase Social Media & App 200% 08/2008-04/2013

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TIMEFORCE – Comprador Demand Planner

Reporting Buying & International Manager. Negotiation with Asian suppliers, Demand Planning by market and collection. Total SKUs. 1.000 aprox Buying Budget. 4-6MM€ Revenue. 15-20 MM€.

Results

Implement demand planning system, increase sales 14% and stock reduction 10% Logistics improvement to reduce 20% delivery time

- **Buying and Logistic Manager**

PROMMOS | Jan 2007 - Jan 2008

Reporting Supply Chain & International Mgr. Negotiation with suppliers, market research, new products and business opportunities. Manage logistics and warehouse. Management 2 resources. Buying Budget. 2-3 million €

- **Product Manager Internacional**

TENDAM | May 2003 - May 2007

Manages suppliers and import from global suppliers and 5 brands of TENDAM Group.

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WomenSecret (GRUPO TENDAM) Product Manager Internacional

Reporting to International & Franchise Mgr. Managing own stores, 4 European countries. Total SKUs. 2500 aprox

Resultados:

Sales increase 7% Product turnover in stores 15%

- **International Commerce Tech**

Grupo TENDAM | Jan 2003 - Jan 2007

Education & Training

1995 - 2000

- **Erasmus Scholarship**

International Economy Degree,