# FALLUCCA, MARIA LAURA



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43 years old – DNI 25.430.544

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## PERSONAL CHARACTERISTICS

- Highly committed to teamwork and collaboration
- Creative profile, curious and goal oriented – I love challenges
- Pro-active personality and open to experimentation
- Self-motivated focused on continuous development
- Customer oriented aimed at providing added value
- Promote working considering integrity values

## EDUCATION

- Talent development and leadership Programs
- Sourcing Strategy & Process Trainings
- Supplier Relationship Management Trainings
- English Interpreter – Degree: December 2005 (Museo Social Argentino University)
- English Literary Translator – Degree: March 2003 (Museo Social Argentino University)
- Bilingual High-school (German) Business Oriented - Degree: December 1995 ( Deutsche Schule Instituto Ballester)

## OTHER SKILLS

- Oriented to teamwork, results- and problem solving
- Coaching and teaching oriented
- Very good verbal and written communication skills
- English language – Advanced skills
- German language – High Intermediate skills

## HOBBIES

- Gym / Tango Lessons / Languages / Reading historical novels

## PROFESSIONAL BACKGROUND

(see next page please)

**PROFESSIONAL BACKGROUND**

**BAYER S.A.**
Ricardo Gutiérrez 3652 – Munro

Current Position: **Sourcing Team Leader – Indirects Categories Procurement**

- Leading the Sourcing Team in Indirect Procurement, esp. Marketing Services & Travel Categories – Recently added Corporate Functions categories
- Project management
- Development and implementation of category's and sourcing strategies
- Supplier relationship management – Detect improvement opportunities
- Implementation of new processes and operating models
- Committed to talent development
- Promote collaboration within the team and cross functions
- Business trusted advisor in terms of marketing sourcing initiatives
- Project planning, management and implementation
- Negotiation and implementation of Agreements (local, regional or global)
- Development and implementation of sourcing strategies (local/regional/global) of services/products under my responsibility scope
- Agency Relationship Management
- Analysis and monitoring of the different markets
- Technical and commercial guidance to source products and services required
- Active involvement in the Global Category Councils of the Marketing Services Procurement network and the Travelboard Global Team
- Early Involvement in New Projects of the different Business Units (costs analysis, timelines, strategies)
- Risk Management (analysis, evaluation and action plan for strategic sourcing)
- Assurance of Supply of products and services
- Seek for best market conditions
- Look for new opportunities for the Business (Innovation, New Processes, New Tools)
- Content Management and internal communication activities

**Short Term Assignment - Corporate Compliance Office (July 2018 – Feb. 2019)**

Within my development program this assignment included, among other responsibilities:

- Corporate Policies Assessment for the different Business Units
- Provide Trainings related to Corporate Compliance policies to employees
- Collaborate in Risk Mitigation activities and monitoring
- Active participation in Policies reviews and update
- Develop internal communication actions regarding main compliance issues (Anticorruption, Data Privacy, Conflict of interests).
- Collaborate with Code Compliance Officer, esp regarding Code of Conduct updates and reviews (IFPMA Code)
- Participate in investigations related to potential compliance issues' violations.

Previous Position: **Travel Management – Meetings & Events Sourcing – Procurement** (June 2008 – June 2011)

- Congresses & Events, RFQ/RFP – pitch, negotiation process
- Agencies Relationship Management
- Stakeholder management – Agency Relationship Management
- Active involvement in the development and follow-up of Congresses & Events.

- Rates negotiations with third suppliers (Air companies, hotels, others).
- Monitoring and management of the Travel and Event's Agencies under Agreement
- Active involvement in the Travelboard Global Network lead by Bayer Germany
- Synergies and teamwork with other Bayer subsidiaries in the Region, US and Europe

Previous Position: **Assistant to the Procurement & Logistics Director** (January 2006 – June 2008)
- General assistance to the Director in the different daily tasks
- Responsible for Corporate Travel monitoring
- Travel arranger
- Translations
- Organization of agenda
- Minutes preparation
- Handling of confidential Information
- Daily collaboration with the rest of the team
- Presentations in English and Spanish

Previous Position: **Assistant to Presidency and Legal Advisory** (February 2005 - January 2006)
- Teamwork and assistance to the President Assistant, collaborating with the different daily tasks, such us:
- Organization of meetings and travels
- Follow-up of agenda
- Minutes preparation
- Presentations in English and Spanish
- Handling of confidential Information
- Translations

Previous companies:

**PISTRELLI, HENRY MARTIN Y ASOCIADOS (ERNST & YOUNG)**
25 de Mayo 487 – Capital Federal
August 1997 – December 2004
Position: **Bilingual Commercial Assistant**

**BING S.A. ASESORES EN SEGUROS**
25 de Mayo 596 –3º Floor - Capital Federal
February 1996 – July 1997
Position: **Assistant to Sales Management**