HORST H. ARDILA

Project
Procurement Management

H. MARQUES

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Acting as a Project Procurement Management Engineer at Siemens Mobility Brazil, with experience under a procurement and contracts environment, for services and products.
Used to work under pressure with sense of urgency, strong initiative and ownership. I've demonstrated and being recognized by my learning agility ability, as by my collaborative behavior, for result/customer delivery focus. I'm an resilient person, capable of adapting on any environment and with all kind of people.
I'm always available for new learning challenges willing to fill gaps in own knowledge and experience through taking a pro-active approach to learning, and seeking information from within and outside the company.
Graduated in Electrical Engineering at Brazil, completed a Master of Electrical Engineering at the School of Engineering, ISEP-Portugal.

EDUCATIONAL BACKGROUND

2015 **MASTER**
Master in Electrical Engineering
Polytechnic of Porto/Portugal (Double degree program)

2015 **BACHELOR**
Electrical Engineering
Mackenzie Presbyterian University/Brazil

2009 **TECHNICIAN**
Mechatronics
ETEC Prof. Basilides de Godoy

LANGUAGES

ENGLISH
Fluent

SPANISH
Basic

PORTUGUESE
Mother Tongue

SPECIAL PROJECT

2018 **SIEMENS LTDA**

Mobility Division Carve-Out

Very tight on schedule project to proceed with Mobility Division Carve-Out from Siemens Ltda, aligned to global strategy defined from Director Board. Cross-functional project involving the business unit along with all other shared services and HQ in order to align strategy and execute accordingly.
Responsible for procurement related tasks, actively pushing meeting deadline for ERP/SAP data cleansing, data migration, Contracts Transfer, supplier communication, reporting tools, central and business unit alignment and supporting account payables, financial, performance bonds, third-parties mapping, among other activities.
The project was rolled out in parallel to the procurement activities, delivered on time without any major issues and with his success recognized by HQ.
Personal Achievements and Challenges: Totally brand new subject to the team, agile learning and team work was essential to perform well. Personally I had the opportunity to develop leadership abilities, influencing and pushing other teams in order to meet procurement deadline.

OTHERS

Negotiation Excellence – Advanced skills

SAP Proficient

Office Suit Proficient

DIGITAL PRESENCE

linkedin.com/in/horstardila/

WORK EXPERIENCE

2015 – 2019

SIEMENS LTDA

Project Procurement Management, SP

Acting in productive purchases of equipment, supplies and services for trains and subways (signaling and electrification) projects all over Brazil.

Negotiations with national and international suppliers and risk analysis in contracts. It involves and develops technical and commercial skills that are critical for the negotiations.

Job profile that requires major decision-making, which directly affect the business results of ongoing projects and also plays a decisive role in Bids for future projects.

- Interface with HQ for technical/commercial alignments and results reports.
- Acted as a Commodity Manager for copper products, including cables, being responsible for all purchases for division. Negotiation with national and international suppliers aiming contractual and price conditions to achieve project targets with optimum conditions
- Early Involvement. Participate in project/sales meetings as project core team member to exert a shaping influence at an early stage and to optimize internal workflows and processes
- Strategy definition and implementation. Derive Procurement strategies in projects on the basis of Division/BU Procurement strategies (back-to back, where applicable) and ensure their implementation to achieve the project and the strategic Procurement targets
- Monitoring/Reporting. Clarify internal indicators for project controlling and compiling all relevant information to submit qualified reports (e.g. for the project team, Procurement management team)
- Supplier Management. Provide supplier information to the project and conduct project-specific supplier evaluations with support of SQM (project evaluations)
- Risk and opportunity management. Identify particular Procurement risks, opportunities and market forces during the project together with the Commodity Management to avoid potential damage
- Knowledge management. Forward systematically all relevant Procurement related project information (e.g. updated contractual conditions, Supplier Management data) to keep all project participants up to date and keep SCM Star updated.
- For both Fiscal Year 2016 and 2017 delivered all measured KPIs with 200% result (exceeded)

2012 – 2014

LEGRAND GROUP

Marketing Intern, SP

The Legrand Group in Brazil is consolidated by brands such as Legrand, Bticino, Pial, Cemar, HDL, Lorenzetti and SMS, providing systems and product solutions for electrical installations and data network applications.

As part of the job all activities were related to:

- Market Statistics
- Research prices and competing products
- Development of information controls (Excel)
- Development of products merchandising (manuals, web site ...)
- Product Sales Control
- Identification and proposals for improvements in the area

Thank you