

NICOLAS LOPEZ

nicolaslopez.ie@gmail.com

PROFESSIONAL SUMMARY

Dedicated and highly accomplished Executive with a proven track record of transforming procurement and supply chains for optimal efficiency and cost-effectiveness keeping high quality and values. A strategic thinker and influential leader, I possess extensive experience in overseeing complex procurement initiatives, driving process improvements, and building high-performing teams. My commitment to compliance, ethical sourcing, and fostering diverse and inclusive procurement practices.

SKILLS

- Budget Control
- Contract Negotiation
- Problem-Solving
- Teamwork
- Innovation
- Leadership
- Business Administration
- Decision-Making
- Emotional Intelligence
- Ethical Integrity
- DBE
- BUY America
- Biding management
- Contract management
- Risk management
- Regulatory and Compliance
- Adaptability
- Change management
- Continuous improvement
- Resilience.
- Communication
- Adaptability
- Conflict Resolution
- Stakeholder Management
- Cultural Sensitivity

EXPERIENCE

Director of Procurement & Supply Chain / DBE Liason June 2019 - Current
Talgo Inc | Milwaukee, Wisconsin

As the Director of Procurement & Supply Chain at Talgo, I am responsible for overseeing and optimizing the company's procurement and supply chain operations. This is a critical role in Contract negotiation and management, managing supplier relationships, ensuring the timely delivery of materials and components, and implementing strategies to enhance cost-efficiency and supply chain resilience. In this position. Reporting to the CEO and adding value to the company with strong strategic thinking, leadership, and procurement expertise.

Key Responsibilities:

- Strategic Procurement Management:
Develop and execute strategic procurement plans aligned with the company's overall business goals.
Identify cost-saving opportunities and negotiate favorable terms and contracts with suppliers.
Lead supplier selection and evaluation processes to ensure high-quality, reliable, and cost-effective suppliers.
- Supply Chain Optimization:
Streamline supply chain processes to minimize lead times, reduce costs, and enhance overall efficiency.
Implement best practices in inventory management to maintain optimal stock levels while minimizing holding costs.
Continuously monitor supply chain performance and make data-driven improvements.
- Supplier Relationship Management:
Cultivate strong and collaborative relationships with key suppliers, fostering long-term partnerships.
Work closely with suppliers to resolve issues related to quality, delivery, and pricing.
Manage supplier performance, including tracking key performance indicators and conducting regular supplier audits.
- Risk Management:
Develop and implement risk mitigation strategies to ensure the resilience of the supply chain.
Stay informed about global supply chain trends, disruptions, and geopolitical factors that may impact procurement and logistics.
- Financial management and forecasting.
- Team Leadership:
Build and lead a high-performing procurement and supply chain team.
Provide coaching and professional development opportunities to team members.
Foster a culture of accountability, collaboration, and innovation within the department.

- **Contract Management and Compliance:**
Interpreting contract provisions, ensuring accuracy, and coordinating with Legal and the CEO. evaluate and approve contract changes, contributing to effective bid and renewal processes.
- **Cost Control and Budgeting:**
Prepare and manage the procurement and supply chain budget. Monitor and control departmental expenditures to ensure alignment with financial objectives.
- **Compliance and Ethics:**
Ensure compliance with all relevant laws, regulations, and industry standards in procurement and supply chain activities. Promote ethical and sustainable sourcing practices throughout the organization. Specialized in Buy America and DBE regulations and requirement to meet Federal contract obligations.
- **Bid Management:**
Oversee the bid management process for procurement projects, including RFQs (Request for Quotations) and RFPs (Request for Proposals). Collaborate with cross-functional teams to define bid requirements, evaluate vendor responses, and select the most suitable suppliers. Ensure bids are submitted accurately, on time, and in compliance with company policies and regulations.

Procurement Manager

November 2015 - June 2019

Talgo | Madrid (Spain)

Managing and optimizing the procurement activities within specific product or service categories. This role involves developing and executing category strategies, identifying and evaluating suppliers, and ensuring the timely and cost-effective acquisition of goods and services. Collaborate with cross-functional teams to drive efficiency, cost savings, and innovation within their assigned categories.

Key Responsibilities:

- **Category Strategy:** Develop and implement comprehensive category strategies aligned with Talgo's business objectives. This includes defining sourcing goals, supplier selection criteria, and cost reduction targets.
- **Supplier Relationship Management:** Identify, assess, and manage suppliers within the assigned categories. Foster strong supplier relationships to drive collaboration, quality improvement, and innovation.
- **Cost Optimization:** Analyze category spend, negotiate favorable terms, and manage supplier contracts to achieve cost savings while maintaining product quality and delivery reliability.
- **Market Analysis:** Stay informed about market trends, industry developments, and emerging technologies relevant to the assigned categories. Use this knowledge to make informed procurement decisions.
- **Supplier Performance:** Continuously assess supplier performance through key performance indicators (KPIs). Implement improvement initiatives and address any issues or deviations promptly.
- **Cross-Functional Collaboration:** Collaborate with internal stakeholders, including engineering, production, quality assurance, and finance teams, to align procurement activities with overall business goals.
- **Risk Management:** Identify and mitigate risks associated with the supply of category-specific materials, components, or services. Develop contingency plans to address supply chain disruptions.
- **Sustainability Initiatives:** Promote sustainable and ethical procurement practices within the assigned categories, considering environmental and social responsibility aspects.
- **Cost and Budget Management:** Develop and manage budgets for category-specific procurement activities, tracking expenditures and maintaining cost control.
- **Reporting and Analysis:** Generate and analyze data related to category performance, costs, and supplier relationships. Provide regular reports and insights to senior management.

Project Manager

January 2015 - November 2015

OM3 | Doha (Qatar)

This role was oriented toward managing and executing procurement projects within an organization. Responsible for overseeing the entire procurement process for specific projects, from identifying needs and selecting suppliers to negotiate contracts and ensuring the

timely delivery of goods and services. Collaborates with cross-functional teams to achieve project goals while maintaining cost-effectiveness and quality standards.

Key Responsibilities:

- Project Planning: Develop detailed project plans for procurement activities, including defining project scope, objectives, and timelines.
- Supplier Selection: Identify, evaluate, and select suppliers based on project requirements, quality standards, and cost-effectiveness.
- Contract Negotiation: Negotiate contracts and agreements with selected suppliers, ensuring favorable terms and conditions while mitigating risks.
- Cost Management: Monitor project budgets, track expenditures, and identify opportunities for cost savings without compromising quality or project goals.
- Supplier Relationship Management: Cultivate strong relationships with suppliers, addressing issues promptly, and fostering collaboration and innovation.
- Cross-Functional Collaboration: Collaborate with internal teams such as engineering, operations, and finance to align procurement activities with project objectives.
- Risk Assessment: Identify and mitigate risks related to procurement activities, including supply chain disruptions and quality assurance.
- Quality Assurance: Ensure that procured goods and services meet quality standards and project requirements.
- Reporting and Documentation: Maintain comprehensive project documentation, provide regular progress reports to stakeholders, and analyze project performance.
- Sustainability and Compliance: Promote sustainable and ethical procurement practices, adhering to relevant regulations and guidelines.

Project Manager

Urbantech-Titania S.L. | Seville (Spain)

June 2012 - January 2015

Responsible for planning, executing, and closing projects within the organization. Also defining project objectives, managing resources, and ensuring the successful completion of projects on time and within budget. Working closely with cross-functional teams and stakeholders to deliver projects that align with the company's goals and objectives.

Key Responsibilities:

- Project Planning: Develop comprehensive project plans, including scope, objectives, timelines, and resource allocation.
- Resource Management: Identify project team members and allocate tasks and responsibilities. Manage project resources effectively to ensure efficient project execution.
- Budget Management: Create and manage project budgets, tracking expenditures, and ensuring cost control throughout the project lifecycle.
- Scope Management: Define project scope, objectives, and deliverables. Monitor scope changes and manage project scope effectively.
- Risk Assessment and Mitigation: Identify project risks and develop mitigation strategies to minimize potential issues. Proactively address project challenges.
- Stakeholder Communication: Communicate project progress, status, and issues to stakeholders, ensuring alignment with project goals.
- Quality Assurance: Ensure that project deliverables meet quality standards and customer expectations.
- Timeline Management: Monitor project timelines, milestones, and critical paths. Implement schedule adjustments as needed to keep the project on track.
- Change Management: Manage changes to project scope, schedule, and resources, and ensure that changes are properly documented and approved.

- Documentation and Reporting: Maintain comprehensive project documentation, including project plans, status reports, and documentation of project decisions.
- Team Leadership: Lead and motivate project team members, fostering a collaborative and productive work environment.

Junior Project Manager **Tecnoclima Sur | El Puerto de Santa Maria (Spain)**

May 2008 - June 2012

As a Junior Project Manager, I supported the planning, coordination, and execution of construction projects under the guidance of senior project management. This role involves assisting in project planning, monitoring project progress, managing resources, and ensuring that projects are completed on time, within scope, and within budget. Collaborated with cross-functional teams and external stakeholders to contribute to successful project outcomes.

Key Responsibilities:

- Project Planning: Assist in the development of comprehensive project plans, including defining project objectives, scope, budgets, timelines, and resource requirements.
- Resource Allocation: Coordinate and allocate project resources, including labor, equipment, and materials, to meet project goals and deadlines.
- Budget Management: Assist in the creation and management of project budgets. Monitor project expenditures and report on budget variances.
- Scope Management: Support the management of project scope, ensuring that any changes are properly documented, evaluated, and approved.
- Risk Assessment: Identify project risks and assist in developing risk mitigation strategies to minimize potential issues and disruptions.
- Quality Assurance: Ensure that construction work adheres to quality standards and meets regulatory requirements.
- Vendor and Subcontractor Management: Coordinate with suppliers, subcontractors, and other stakeholders to ensure timely and cost-effective procurement of materials and services.
- Project Documentation: Maintain organized and up-to-date project documentation, including plans, schedules, and reports.
- Stakeholder Communication: Assist in communicating project progress, updates, and issues to internal and external stakeholders.
- Health and Safety Compliance: Promote and enforce safety protocols and ensure that the construction site complies with all safety regulations.
- Problem Solving: Collaborate with the project team to identify and address challenges or obstacles that may arise during construction.

EDUCATION

Diploma – Logistics, Infrastructure & Management - 2017-2017
UNED, Spain

Bachelor's in Civil Engineering - 2008-2012
University Of Seville, Spain.

PMP course - 2011
Universitat di Ferrara, Italy

Sustainable construction course -2011
Universitat di Ferrara.