

Alexander S. Kinney

(C) 860-539-8281 | askinney25@gmail.com

www.linkedin.com/in/askinney 

Professional Summary

Results oriented, self-motivated procurement management professional with demonstrated ability to significantly reduce procurement costs by standardizing processes and streamlining supplier channels. Leveraged solid global supply chain and engineering experience with proven skills in identifying and mitigating risks, negotiation, and developing strong relationships with suppliers and customers.

Skills

- Execution Oriented & Analytical
- Problem Solving & Critical Thinking
- Project Planning & Vendor Management
- Process Improvement/Quality
- Relationship Building
- Negotiation & Facilitation
- Dispute Resolution
- Risk Mitigation
- Creative & Adaptable
- Organizational Leadership

Education

Master of Business Administration – Clarkson University, Potsdam, NY – May 2014

Bachelor of Science, Engineering & Management – Clarkson University, Potsdam, NY – May 2013

Work History

Atlas Copco

Purchasing Manager

2022 – 2024

Senior manager responsible for direct and indirect annual spend of \$250M+ for North American aftermarket. Develop and lead global team of 12 reports including Buyers, Supplier Quality Assurance Engineers, Business Process Experts and Sourcing Engineers. Collaborate with global teams to standardize and streamline processes, implement and direct commodity strategies and improve supplier performance.

- Implemented MDG.s to automatically input part information from other Atlas Copco systems into SAP ACDC. Reduced time spent on repetitive tasks by 72% and improved collaboration between internal entities.
- Developed and implemented Supplier Excellence Program for the North American aftermarket which provided a standardized way of tracking supplier performance and helped determine strategic suppliers.
- Localized 65% of offshore spend leading to a 25% annual reduction of transportation costs, improved inventory control and reduced working capital.
- Saved \$3.5M spend annually through streamlining supplier channels, building relationships with strategic suppliers and collaborating with global teams.

Commodity Buyer

2019 – 2022

Develop and execute sourcing strategy for 25+ commodities, including alternators, electrical cables & electrical components. Source and develop suppliers, negotiate Long-Term Agreements and pricing & review and work with suppliers to ensure optimal performance.

- Developed and executed new sourcing strategy for electrical cables resulting in \$600k in annual savings (25% of commodity spend) and reduction in rejected cables by 15%.
- Mitigated production risks by increasing dual-sourcing options in 80% of assigned commodities eliminating material gap for high-running generator lines expecting shutdown for 2 months.

Schletter NA Inc.

Senior Buyer

2018 – 2019

Manage all levels of procurement and logistics processes for specified fixed-tilt and tracker systems commodities including strategic sourcing, supplier selection, proposal analysis, terms and conditions review, award, post-award and closeout. Develop, maintain and execute commodity strategies.

- Developed new supplier and negotiated 20% reduction in price for roll-formed parts, improving bankability of North America's fixed-tilt and tracker systems.
- Established and implemented new form of tracking supplier performance.

GE Power

Buying/Procurement Specialist

2014 – 2018

Manage all levels of procurement process for assigned HRSG commodities including strategic sourcing, supplier selection, proposal analysis, terms and conditions review, award, post-award and closeout. Identify potential risks and opportunities and determine cost effective solutions.

- Selected to supplier simplification project team for GE Company Officer to achieve 50% supplier reduction and \$425M product cost out throughout entire Gas Power Systems business. Restructured taxonomy for assigned commodity for better analysis of spend and other sourcing data to identify opportunities for supplier exit and consolidation.
- Recognized by executive leadership for developing and directing execution of recovery plan for significant product damage. Improved schedule by 1+ months resulting in the elimination of \$2 million in liquidated damage exposure, improved customer relations, and maintained ability to claim revenue recognition.
- Managed \$6.5 million Heat Recovery Steam Generator (HRSG) module project while in China resulting in improved communication and teamwork by developing effective relationships with employees and management. Determined potential risks and developed prevention strategies to minimize risk and implement the most effective solutions.
- Identified tracking material gap and developed new process to integrate a master tracking application tool to prevent breakdown during shipping process and increase transparency. Recognized as subject matter expert for tracking application tool.