

## **Amy Saloomey-Scarpa**

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### Professional Summary

Results-driven professional with extensive experience in Supply Chain & Sales management, strategic negotiation, and operational efficiency. Proven ability to manage complex EAM, SAP & ERP inventory systems.

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### Professional Experience

#### **Supply Chain Supervisor/MRO Buyer US Tsubaki Automotive, Chicopee, MA**

*October 2022 – Present*

- Managed relationships with key suppliers, ensuring optimal stock levels and uninterrupted production operations.
- Negotiated contracts and pricing terms effectively, resulting in significant cost savings and operational efficiency.
- Supervised a team of twelve across multiple shifts, fostering a collaborative environment and exceeding departmental performance goals.
- Anticipated and mitigated disruptions through strategic forecasting and inventory management.

#### **Project Manager**

#### **Saloomey Construction Inc., Westfield, MA**

*August 2003 – March 2022*

- Developed and executed comprehensive project plans, managing client relationships, budgets, and project timelines effectively.
- Identified new opportunities for business expansion and maintained strong relationships to secure repeat business and referrals.
- Consistently delivered projects on-time and within budget, demonstrating a disciplined and results-oriented approach.
- Actively resolved customer concerns, maintaining high customer satisfaction and fostering long-term client partnerships.

## **MRO Buyer**

### **US Tsubaki Automotive, Chicopee, MA**

*February 1999 – July 2003*

- Managed MRO supply procurement, negotiating favorable terms to reduce costs and ensuring compliance with quality standards.
- Maintained supplier relationships, monitored delivery performance, and ensured timely acquisition of critical materials.
- Effectively managed inventory, avoiding shortages and minimizing carrying costs through precise forecasting and strategic buying.

## **Buyer**

### **TLD America, Windsor, CT**

*December 1997 – January 1999*

- Sourced and procured essential materials, components, and equipment, negotiating optimal terms and maintaining rigorous quality standards.
  - Conducted supplier audits, maintained consistent supplier performance, and managed inventory levels to support seamless production operations.
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## **Education**

### **Bachelor of Arts, Business Administration**

#### **Worcester State University, Worcester, MA**

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## **Key Skills**

- Consultative Sales & Relationship Management
- Strategic Negotiation & Contract Management
- Complex Sales Cycle Management
- Forecasting & Inventory Optimization
- Customer Needs Assessment & Solution Delivery
- ERP, EAM & SAP Systems Proficiency
- Exceptional Communication & Presentation Skills