

EFFEL DESROSIERS

Cell: | 407-516-9437 | edesrosiers@cfl.rr.com | [LinkedIn.com/in/effel-desrosiers](https://www.linkedin.com/in/effel-desrosiers)

PROFILE

Dynamic, highly skilled professional with 20+ years of progressive experience offering a strong blend of leadership, execution strength, and relationship building skills to deliver positive results. knowledge of FAR/DFAR requirements. Proven track record to negotiate and manage contracts agreements to expectations, achieving favorable terms and significant cost savings. Rely on excellent interpersonal and communication skills to collaborate with key internal and external stakeholders, influencing and achieving buy-in on proposed strategies and solutions.

PROFESSIONAL EXPERIENCE

MICROSS COMPONENTS, Orlando, Florida

2019 – Present **Buyer/Planner**

Manage day to day vendor performance and fulfillment, and on time delivery for all required materials, components parts, finished goods, and services to support production manager and at the best possible total cost for the quantity, quality, and delivery required.

- Responsible for purchasing good and services for five (5) Micross Components facilities and assuring that all materials needed for production are acquired on a timely basis following Company policies and procedures
- Work closely with vendors and manufacturers to obtain the correct parts and shipping schedule.
- Communicate promptly with department managers regarding any material/service problems, discrepancies, pricing, substitutes and back-orders and be the lead in finding solutions.
- Coordinate partnerships with both domestic and international suppliers to support company needs and expectations. Proactively seek and lead innovative ways to ensure the most favorable prices, discounts, bids.
- Obtain quotes from alternate suppliers of required parts as needed.
- Maintain control of inventory and parts traceability in accordance with FAA and ISO Standards
- Perform inventory reconciliation including cycle counting and yearly physical inventories.
- Review Inventory and Order Summary of items purchased and adjusts orders when necessary.
- Works with Production to determine production needs; schedules materials requirements based on production forecasts. Assist Accounting/Accounts Payable with resolving any invoice problems with the assigned parts
- Review Inventory and Order Summary of items purchased and adjusts orders when necessary. Participates in production meetings and coordinates change order activities to published schedules.

SANFORD BURNHAM PREBYS MEDICAL DISCOVERY INSTITUTE, Orlando, Florida

2013– 2019

Procurement Supervisor

Manage day-to-day procurement and shipping operations, processing POs, confirmations, and returns accurately with 100+ domestic and international suppliers for \$4-\$5M in orders monthly.

- Reduced invoice discrepancies to 4% by collaborating with Accounts Payable to audit suppliers' invoices for discrepancies against POs/contract and then meeting with suppliers to review audit and develop corrective action plan.
- Developed process to purchase, receive, and distribute high-potency drugs, including contributing to acquiring DEA license.
- Implemented procurement and sourcing system in collaboration with IT team; created and provided support for workflow on entering requisitions and performing various functions for each end user.
- Address and resolve invoice discrepancies and expedite orders to maintain fulfillment schedules.
- Negotiate product pricing, freight, and payment terms with suppliers for 13 institute labs, documenting shipment methods and all contract terms. Monitor and complete open PO reports to resolution and ensure vendor confirmations are handled.
- Work with Laboratory team to determine proper substitutions related to product back orders and recalls.
- Approve repairs or recommend replacing equipment within company guidelines.
- Maintain working knowledge of contract compliance and applicable Federal Acquisition Regulation (FAR), state, and local laws, regulations, and industry standards.
- Respond to questions regarding products in Group Purchasing Organization (GPO) agreements.

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PROFESSIONAL EXPERIENCE (CONTINUED)

SANFORD BURNHAM PREBYS MEDICAL DISCOVERY INSTITUTE, Orlando, Florida

Buyer

2009 - 2013

Reviews, approves, and processes purchasing requests such as purchase requisitions and small purchase orders for goods or services to ensure compliance with the institution's purchasing procedures, the state procurement code, and user requirements.

- Prepares all aspects of simple bids, requests for quotes, and proposals, including precise specifications, supporting spreadsheets, comparisons, recommendations, and justifications; issues purchase orders.
- Provides liaison services between vendors and departments for order status, procurement procedures, and problem resolution; research sources of supply; advises departments on cost effective alternatives.
- Assists in bid openings for competitive solicitations such as requests for quotes, bids, and proposals.
- Reviews and evaluates contracts, issues award letters and purchase orders, negotiates change orders, and determines sole source validity.

FLORIDA DEPARTMENT OF CORRECTIONS, Orlando, Florida

2008 - 2009

Procurement Specialist Supervisor

Supervised procurement of all goods, materials, equipment, and services for eight corrections facilities, collaborating with Facility Manager to determine purchasing needs.

- Assigned requisitions and projects to staff based on skills and product commodity.
- Supported departments in developing contract specifications and vendor qualifications and conducting price analyses and contract negotiations.
- Advised facility managers on the most cost-effective purchase methods and alternate products.
- Monitored and evaluated suppliers' performance to ensure all parties complied with Florida Department of Management Services procurement policies.
- Supervised eight Procurement Specialists, promoting and supporting ongoing teamwork by meeting regularly with staff to monitor, evaluate, and discuss requisition/PO issues and recommend improvements.

HEALTHCARE PURCHASING ALLIANCE, Orlando,, FL

2007 - 2008

Implementation Specialist

Provided group purchasing services to acute care facilities in the Central Florida region, assisting members in managing expenses through power volume purchasing, resulting in 5-10% savings.

- Facilitated RFP, RFI, and contract negotiations with suppliers.
- Maintained strong relationships and communication with Clinical and Medical teams in a multidisciplinary environment to identify practice patterns, ensure contract compliance, and monitor financial impact.
- Served as the primary liaison and assisted members with meeting strategic direction for GPO contracts.
- Participated in Medical Economic Outcome Committee (MEOC) and the Value Analysis Committee (VAC) at members' hospitals.

EDUCATION | MEMBERSHIP

CITY UNIVERSITY OF NEW YORK, New York, NY

Bachelor of Science in Marketing Management

Member, National Association of Education Procurement, 2013 - 2015

TECHNICAL SKILLS

Microsoft Office (Excel, PowerPoint, Word, Outlook) | Enterprise Resource Planning (ERP) - IFAS, Oracle, Jaggaer, Expandable System, PeopleSoft and SAP