



# ALEXANDRE LIO

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 [www.theprocurementor.com](http://www.theprocurementor.com)



Fluent



Limited proficiency

Procurement leader with an entrepreneurial mindset and a focus on digitalization and sustainability. I am driven by delivering results, leveraging data and effective communication to help organizations achieve growth, innovation, and more sustainable practices.

## MY VALUES

- Ownership for success
- Methodology & data
- Clear & proactive communication

## AREAS OF EXPERTISE

- Sourcing to contract
- ESG & carbon management
- Project & change management
- Digital procurement (S2P)
- Supply Chain management
- Tail spend management

## SKILLS

- Ability to navigate complex & technical environments
- Supplier Management & negotiation
- Process creation & optimization
- Communication & public speaking
- Training & team management
- Excel expert & solid IT literacy

## WORK EXPERIENCE

### PROCUREMENT FREELANCE

The procurementor | EU | 2021 – Now



- Harnessing the power of the circular economy and sustainability innovations to make the best decisions for you and the planet
- Main mission: acted as national head of procurement for 18months for a telecom IBEX30 company supporting multiple sourcing and digitalization projects.
- Key deliverables: National maintenance tender and deployment (20M€) achieving over 20% savings through transformation ; Creation of an internalised and Sustainable Supply chain using circular economy concepts for CAPEX infrastructures (15M€): financial and technical analysis, definition new standards, selection suppliers and piloting); Digitalisation : Drove usage of Ariba Guided buying and deployed Ariba StC & ESG tools (Ecovadis, KYS etc...)
- Other Freelance missions include trainings on digitalisation, procurement process and negotiation.

### KEY ACCOUNT MANAGER (PROCURE TECH)

Amazon Business | Paris, France | 2019 – Apr 2021



- Specialized in automotive and industrial customers, I helped the largest companies (Fortune 500, CAC40) to deploy and adopt B2B marketplaces as a digital procurement punchout to tackle tail spend management and improve efficiencies.
- Key deliverables: Project management for procurement digitalisation with projects from 100 to 5,000+ users. From 0 to Top 5 sales EU in 15 months.
- Skills: Sales and C-level communication, Procurement digitalization, Project management, and change management across large and fragmented enterprises.

### EMEA PROCUREMENT CATEGORY MANAGER

Amazon | London, UK, and Luxembourg | 2015 – 2019



- Working within the newly built central category team, I was in charge of managing utility and telecom spend across EMEA, develop a strategy and execute it. In three years, I have consolidated the spend and generated over 20% saving on 150M€ of addressable spend.
- Key deliverables: EMEA-wide RfP, high savings through innovative sourcing models and simplified management for stakeholders, risk reduction. Invoicing automation to reduce invoicing costs. Quarterly business review lead.
- Skills: Complex stakeholder engagement, Decision in ambiguous environment, global sourcing, Negotiation, Contracting, Process design and improvement,

### Other experiences :

- Procurement analyst (State of Flux, UK consultancy specialist in Supplier Relationship Management (SRM));
- Project buyer ( Beyer environment, Farming equipment industry)
- Restaurant manager in a Quick restaurant for 2 years (fast food)

## CATEGORY MANAGED

### OPEX

Energy, Telecoms & IoT; Facility Management, Maintenance, Consulting, Packaging...

### CAPEX

Metal infrastructure, Site Launch, Loss Prevention..

## RESULTS



## HOBBIES

- Running & Fitness
- Blogging Sustainable Procurement
- Personal coaching and mentoring

## EDUCATION HISTORY

### GRENOBLE EM BUSINESS SCHOOL (ESC)

Master in international business, London Campus, 2015

Final project: SRM implementation to achieve savings on indirect spend

### IAE LYON BUSINESS SCHOOL

Master 1 in procurement and supply chain, 2014

Bachelor in business administration, majored in supply chain, 2013