

# Diego F. Guaman-Cornejo

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## SUSTAINABILITY / PROCUREMENT

Effective and forward-thinking Professional, bringing forth valuable experience, and the skills to achieve real results. Adept in developing key relationships with strategic partners and committed to working to ensure a company continually moves in the right direction.

Procurement Management	Supply Chain	Risk Management
Negotiation	Vendor Management	Communication
Relationship Building	Market Research	Project Management
Strategic Sourcing	Sustainability	Compliance
Contract Management	Cross-functional Collaboration	Supplier Diversity
Cost Analysis	Data Analysis	ERP Systems
Budgeting	Process Improvement	Problem-solving

## CAREER HIGHLIGHTS

- Adept at leveraging public relations skills to influence the participation of consolidated companies in the processes of change.
- Well-rounded experience in a broad spectrum of functions, from carrying boxes to giving welcome speeches.
- Recognized as an advocate of sustainability, people empowerment, and policy compliance.
- Capitalized strong relations with stakeholders through excellent communication skills verbal and written.

## PROFESSIONAL EXPERIENCE

### STALO FRAMES – MIAMI, FL

#### *Sustainable Procurement Manager, 04/2021 – Present*

- Participated in building the procurement process through ERP system, learning about materials, supplies and equipment.
- Expanded by 25% the purchase at local businesses, reducing the carbon footprint and logistics costs.
- Enhanced collaboration by seamlessly integrating virtual and on-site interactions across various platforms such as Microsoft Teams, Zoom, and Google Docs. Engaged with multiple departments to meticulously identify and cultivate requirements for equipment, materials, products, and viable substitutes, ensuring optimal solutions are achieved.
- Acted as the company's representative in negotiations with suppliers. Support Market Teams to manage existing and new Inventory.
- Schedule purchases per project to optimize supply chain for new and existing developments.
- Developed and implemented streamlined procurement processes that reduced time-to-procurement by 15%
- Negotiated favorable terms with suppliers, resulting in a 25% reduction in procurement costs
- Led procurement activities for sustainable initiatives, negotiating contracts and managing budgets.
- Implemented streamlined procurement processes resulting in cost savings and efficiency improvements.
- Collaborated with cross-functional teams to ensure timely delivery of materials and services.
- Cultivated strong relationships with stakeholders and suppliers, facilitating successful negotiations.
- Acted as the company's representative in negotiations with suppliers, ensuring favorable terms.
- Enhanced collaboration across departments to identify and cultivate requirements for optimal solutions.
- Analyzed spending patterns and market trends to identify cost-saving opportunities.
- Increased compliance to preferred supplier contracts through spend analysis and rationalization.
- Developed and implemented strategies for green production and cost-effective procurement.

### SUSTAINABLE ECO-SYSTEMS – TAMPA, FL

#### *Sustainability Consultant, 11/2019 – 02/2021*

- Crafted bespoke processes designed specifically for medium-sized companies to efficiently oversee and advance progress towards Environmental, Social, and Governance (ESG) goals and Key Performance Indicators (KPIs) through remote consultation and meticulous follow-up.
- Study industry for market penetration and develop a strategy offering guidance on implementation, communication, and marketing strategies.
- Integrated and refined environmental and social KPIs to offer consulting services to small and medium businesses.

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- Decreased by 50% the cost of production of microgreens in a controlled environment by using recycled rainwater, solar energy, technology, and more efficient equipment.
- Gathered, interpreted, analyzed, and monitored data and metrics to support strategies for green production and gas emissions.

## FLORIDA HOME IMPROVEMENT – TAMPA, FL

*Home Consultant, 02/2019 – 11/ 2019*

- Educated over 200 homeowners through on-site energy efficient product demonstrations to highlight features, answer customer questions and redirect concerns toward positive aspects; and financial programs to improve housing.*
- Conducted home visits and monitored client progress in their home environment*
- Delivered persuasive presentations that increased customer engagement and closed more deals*

## ECUADORIAN GOVERNMENT 01/2011 – 04/2017 – Quito, Ecuador

- Delivered advisory services, including initiating public policies aimed at focusing with the 2030 UN sustainable goals; respecting environmental-protection, social-progress, and economic-development issues.
- Successfully coordinated and executed the development of the socioempleo.gob.ec platform for job seekers, ensuring timely delivery within budget and scope parameters.
- Spearheaded economic inclusion initiatives aimed at fostering new livelihood businesses, overseeing all project facets from inception to completion.
- Established clear deadlines, delegated responsibilities, and meticulously monitored and summarized project progress at the Employment Direction within the Ministry of Labor in Ecuador.
- Regularly prepared comprehensive reports for government officials, providing detailed updates on project statuses.
- Expanded by 15% the number of new private health providers, and by 20% the establishment of new health care centers in underdevelopment communities which served approximately 1 million users.
- Adeptly prioritized the US \$ 500 Million budget in the administration and headed the procurement process of external health services and medicine purchases.
- Demonstrated people management expertise by directing a technical team of motivated members.
- Designed and built processes and strategies for public intervention, presenting results and findings to authorities and communities.
- Implemented processes ensuring the compliance of Government regulations and international agreements.
- Oversaw the process of defined costs, negotiate the purchase of goods and services for a portfolio of more than 3 million users.
- Drove process improvements, using advance excel building pivot tables and macros, including executing a document management system; as a result, it reduced the duration for work permit processing for international citizens from 30 days to 3 days.
- Monitored, reported, evaluated, analyzed, and reviewed the public projects, and 25 communities' new businesses; established KPI's to evaluate achievements and goals of those projects and the communities.
- Leveraged subject matter expertise to prepare small enterprises for business conferences with supermarkets, which rose the acceptance of small suppliers by 5%.
- Developed and maintained a comprehensive database of users and contacts to facilitate outreach and engagement with public programs (3 million unemployment, 1,5 million insured by social security, 300,000 students with international scholarships, 9 k single mothers, among others)
- Provided timely and accurate advice to Ministers and Secretaries that enabled them to make informed decisions.
- Developed and implemented strategies to increase beneficiaries of government programs, resulting in a 30% increase.
- Acted as:
  - Deputy Provincial Director of Health Services of the Social Security, 05/2016 -04/2017 - Ecuador's Social Security Institute*
  - Advisor to the Ministry of Social Development, 11/2014 – 05/2016 - Ecuadorian Ministry of Social Development*
  - National Director of Employment and Laboral Transformation, 07/2012 – 11/2014 - Ministry of Work*
  - Advisor for productive development, 01/2012 – 07/2012 - Ecuadorian Social Economy Institute*
  - Analyst for the entrepreneurship direction, 01/2011 – 01/2012 - Ministry of Industries and Production*

## EDUCATION

Master of Arts: Global Sustainability / Entrepreneurship | University of South Florida, Tampa, FL

Bachelor of Arts: Finance | Universidad San Francisco de Quito, Quito, Ecuador