



PROFILE

A supply chain professional with 16 years of experience, specializing in strategic sourcing, project management, vendor management, process documentation, and cost reduction. Knowledgeable in supply chain tools and technology, business processes, and industry best practices. Experienced in working for global companies and working across world regions. Analytical, can easily adapt to change, and has good people management skills.

An AB Communications graduate who found a niche in the Supply Chain community; writes as a hobby, and travels to unwind.

CONTACT

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SKILLS

Proficient in MS Office
Knowledgeable in Ariba, Zycus, Yardi
Excellent Communication Skills
Great Interpersonal Skills
Skilled Project Manager
Eligible Civil Service Professional

OTHER INFO

Nominee, CIPS Australasia Awards 2020
Member, UNICEF Champion for Children
Supporter of various charity organizations

MARIANNE DE LUNA-IPORAC

SUPPLY CHAIN PROFESSIONAL

WORK EXPERIENCE

CBRE-DEXUS

Regional Strategic Sourcing Manager (APAC) - May 2018 - Present

Develop, plan, organize and implement regional procurement programs and strategies to increase operational efficiency and profitability. Develop sourcing playbooks and tender documentations with respect to Regional Supply Chain. Manage value propositions for Clients and lead initiatives to utilize available tools. Worked with the Account Procurement Team on the Project called "Putting Procurement on the Map: Procurement Team Excellence in Action – National Dexus Portfolio", which received a nomination for Procurement Team of the Year at CIPS Australasia Awards.

EMERSON

Senior Lead Specialist – Indirect Global Solutions - Oct 2008 – May 2018

Promoted 4 times, from Supplier Outreach Specialist to Project Leader, to Project Management Team Lead, then to Senior Lead Specialist of Global Supply Chain for Indirect Categories. Led execution of different project strategies and initiatives to achieve business goals. Managed to take on a \$49.2M general contractor project in India; and 3 different other categories across EMEA and North America, with a total spend of \$10.2M in FY18. Achieved a total potential savings of 9% (over \$5M) across 4 major projects in FY18.

LAKE WASHINGTON COMMUNICATIONS INC.

Data Integrity Specialist - May 2006 – Aug 2008

Coordinated and verified cost and specifications of products with the vendors. Anticipated potential issues that could adversely impact the company's revenue. Created reports and provided real time support, data, and guidance to sales and other departments.

AXIS GLOBAL TECHNOLOGIES INC.

International Relations Officer - Feb 2005 – Apr 2006

Managed forecasting, budget planning, purchasing, on-time delivery, and inventory of stocks. Built and maintained relationships with vendors to manage the company's supply base. Provided in-depth analysis to clean payables of one vendor with poor documentation, that led the team to win the Most Improved Department Award.

CUSTOMER and PUBLIC SERVICE EXPERIENCE (Various Companies)

Customer Service Representative - Oct 2000 – Dec 2004

Attended queries and assisted needs of clients. Processed documents, ensuring information are complete. Managed proper filing and encoding of information.

EDUCATION

Ateneo de Manila University – Graduate School of Business CCE

Diploma, Applied Project Management – Fundamental Module

Centro Escolar University

AB Mass Communications Major in Broadcasting – Batch 2000