

JOHN KARLTER D. ESCLAMADO

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Professional Summary

Results-oriented and adaptable Purchasing Officer with more than 2 years of raw materials procurement experience specializing in strategic sourcing, supplier performance improvements, and vendor relations management. Organized and proactive individual skilled in inventory management and contract negotiation, resulting in up to 20% cost reduction and 30% increase in on-time deliveries.

Professional Experience

Raw Materials Purchasing Officer

CHAROEN POKPHAND FOODS PHILIPPINES CORPORATION

Polomolok, South Cotabato, Philippines

August 2021 – October 20, 2023

- Conducted area sourcing to expand the networks of local raw materials suppliers that led to a 70% increase of accredited suppliers.
- Monitored supplier quality and performance, identified problem areas, and collaborated with key suppliers to take corrective action. Thus, achieving 50% improvement rate in product quality and 30% increase in on-time deliveries over the span of one weeks.
- Developed cost-savings initiative that resulted in a 10% increase in cost-savings.
- Successfully negotiated an agreement with one of our key suppliers, resulting to a 20% contract discount.
- Managed successful business relationships with more than 60 accredited vendors and manufacturers, thus, maintaining supplier retention rate of 80% over a two-year period.
- Executed field surveys and supplier visits regularly, thus, acquiring an in-depth and overview of the market situation, prices, supply, and trend of raw materials.
- Handled the purchasing of more than 18 agricultural raw materials and commodities needed by the feed mill in accordance to the quality specifications, quantity, cost, and timing.
- Established a delivery program with the department's involved to ensure more accurate raw materials inventory, requisition planning, and scheduling to avoid shortages.
- Completed clerical purchasing responsibilities and submitted reports on a daily, weekly, and monthly basis.
- Gathered vital data needed for the strategic analysis, contract negotiation, and raw materials situation report.
- Handled the shipment of raw materials to two inter-island feed mills of the company, securing a complete and successful delivery to the destination.

Hotel Administrative Staff

LeGrand Suites

General Santos City, Philippines

July 2020 – July 2021

- Served as the administrative officer of the hotel and contact person of the clients.
- Directly managed the accounts of more than 10 existing clients.
- Conducted company research for potential clients and submitted quotation for the hotel rates for the *"Locally Stranded Individuals"* during the Covid-19 pandemic.
- Coordinated with some Local Government agencies like the City Health Office to conduct Covid-19 or Antigen Testing to ensure the safety of the clients prior to their arrival to the hotel.

Education

MINDANAO STATE UNIVERSITY
Bachelor of Science in Agricultural Business Management

General Santos City, Philippines
June 2018

Skills

- Supplier Sourcing
- Supplier Relationship Management
- Purchasing Negotiation
- Strategic Procurement
- Contract Management
- Critical Thinking and Problem Solving
- Adaptability
- Collaboration
- Communication Skills
- Proficient in Microsoft Office (Word, Presentation, Powerpoint)

Licenses and Certification

- Licensure Examination for Agriculturists Board Passer
- Civil Service Eligibility – Professional Level
- Philippine Non-Professional Driver’s License Holder
- Languages: Filipino (Native), English (Fluent)