

LILIANNE ANGELI

Newark, Delaware

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Supply Chain Analyst - Remote

Business Analyst | Project Management | SOP

Experienced analytical professional skilled in leading complex business projects in global cross-functional teams within Supply Chain. Instrumental in negotiating mutually beneficial contracts with internal and external partners. Talent for generating accurate forecasts and conducting detailed research to analyze demand and plan production and procurement. Deft at managing day-to-day logistical operations, executing strategies, and deploying best practices to increase organizational efficiency. Ability to implement advanced methodologies, financial reports, and devise KPI's to support decision making. Team-player, tetra-lingual communicator with extraordinary interpersonal skills, strategic and critical thinking, and management expertise. Fluent in English, Portuguese, Spanish and French.

Areas of Expertise:

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|----------------------------|--------------------------|----------------------------------|
| • Data-analytical approach | • Continuous Improvement | • Streamlined Efficiencies |
| • Business Operations | • Communication | • Budgeting and reporting |
| • Supply Chain | • Leadership | • Cross-Functional Collaboration |
| • ERP, Power BI | • Problem Solving | • Relationship Builder |

Selected Career Highlights

- Implemented innovative strategies for the International Women's Club of Delaware to keep members engaged during Covid lockdown. Successfully planned, coordinated logistics and negotiated mutually beneficial outdoor events with Hagley Museum and obtained Delaware State license approvals to legally hold the events. The creation of new outdoor and zoom efforts resulted in successful engagement of 70 – 80 % of members during the pandemic.
- Utilized entrepreneurship and business acumen while launching Stella and Dot retail sales and operations by selling products directly to customers online and in person. The first quarter after launch resulted in recovering 100 percent of the business investment.
- Spearheaded global meetings with Scania Latin America to coordinate new processes and product introductions. Managed special product development orders and administered an average of 30 requests monthly resulting in an average of 5 new projects within R&D, production, and procurement. Delivering special products' solutions significantly increased sales and quality assurance and improved customer retention.
- Led a project for implementing a new "Fit for Use" department in SLA for alignment with Global production strategy. Participated in Global forums and benchmarked processes from existing areas in Europe. Worked closely with senior management and delivered financial progress reports and recommendations showing improved reliability and streamlined operations. One of the projects aimed to reduce lead times by 12 weeks and improve customer retention.
- Served as a key project member for implementation of ERP systems from inception to completion for Global production strategy. Increased SLA product portfolio, expanding the focus on overseas markets, as well as range of international suppliers. Resulting in streamlined workflow, increased capacity utilization and productivity and improved financial performance.

Professional Career Overview

Present Board of Directors, Database and Newsletter Editor/Event Organizer

International Women's Club of Delaware, Wilmington, Delaware

2016-Present

- Developed and implemented a more modernized and informative newsletter to better promote the organization and increase members engagement.
- Maintained database and records within assigned timelines to ensure zero discrepancies.

- Created, developed, managed themed events focused on building strong relationships within members.

Independent Business Owner, Stella and Dot, Newark, DE 2019–2020

- Oversaw Independent business and operations.
- Managed administrative requirements by selling products directly to customers online and in person events with effective forecasting, budget management and resource allocation.

Continuing Studies, Social Media, Marketing Strategy, University of Delaware, Newark, DE 2015

- Moved to US and updated skillset through social media/ marketing strategy certification.

Project Coordinator/Product Engineer, Scania Latin America, Sao Bernardo do Campo, Brazil 2011–2014

- Identified and developed suppliers/vendors with the capability and pricing to participate in the “Fit for Use” offering increasing product reliability.
- Led meetings with cross-functional teams for implementation and monitoring of customized projects.
- Supported senior management in decision making by delivering financial progress reports and framing recommendations.
- Devised KPI's and other key metrics to evaluate performance and internal processes.
- Reduced network and warranty claims through introduction and implementation of cost-effective projects, aimed at customer retention.

Coordinator & Product Customization, SC, Planning, Sao Bernardo do Campo, Brazil 2008–2011

- Drove transparency and efficiency in logistic and supply chain systems through standardization and optimization of working processes and procedures.
- Worked with procurement to assist in monitoring vendors/suppliers' activities and ensuring all agreed contractual obligations were met.
- Implemented Product Request System (PRS) and trained users enhancing product customization flow within R&D, Procurement, Sales, Production and Global Product Planning.
- Served as a key project member for implementation of ERP systems from inception to completion for Global production strategy.

Planning Analyst, Trucks, Supply Chain Planning, Sao Bernardo do Campo, Brazil 2002–2008

- Devised and implemented strategic initiatives to support implementation of business plan strategies analyzing product specifications, operations and logistic constraints, and requirements
- Collaborated cross-functionally with team members, including global planning and order departments in Sweden to plan and implement best practices, integration and develop global order processes.
- Created framework for system improvement and developed IT needs objectives, aimed at enhancing order, forecast, demand and information flow in manufacturing operations.
- Exceeded management's expectations going above and beyond and received a promotion from planning analyst to senior analyst, participated in a PEP program at the Head Office and was also the key business process owner.

Education

Master Strictum Sensum, Production Engineering The University Center of FEI, Sao Bernardo do Campo

Bachelor of Science in Mechanical Engineering The University Center of FEI, Sao Bernardo do Campo

Executive Management Certification (EMBA) FGV - FUNDACAO GETULIO VARGAS, Santo Andre

Supply Chain Management MicroMasters® MITx MicroMasters®, In progress

Project Management Certificate UD University of Delaware, Newark, DE 2022

ORACLE SQL, Database Certificate Delaware Technical Community College, Wilmington, DE 2021

Business Intelligence Analyst UDEMY 2020

Innovation & Digital Transformation Mentoring Program i9Exp – inoveExperience, www. i9 exp.com 2020