ARMANDO LOZANO ESPINOSA

PROCUREMENT COORDINATOR | SR. BUYER | INTERNATIONAL PURCHASING

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PROFESSIONAL SUMMARY

Procurement and international purchasing professional with extensive experience in the automotive industry. Strong background in supplier negotiation, quotation analysis, cost-saving initiatives, material availability, logistics coordination, and procurement operations. Experienced supporting major automotive customers and managing purchasing requirements across domestic and international supply chains.

CORE COMPETENCIES

Strategic Purchasing	**Supplier Negotiation**	**Cost Reduction**	**International Sourcing**
Quotation Analysis	**Supplier Management**	**Logistics Coordination**	**SAP / Excel**

PROFESSIONAL EXPERIENCE

FFT de México S.A. de C.V. | *Automotive Industry*

Procurement Specialist / Coordinator

- **Sr. Buyer**
- **International Buyer** | *Autumn 2014 – Present*
  - Negotiate with suppliers to secure competitive pricing, quality, availability, and delivery commitments.
  - Analyze and compare quotations from multiple suppliers to support purchasing decisions.
  - Generate and analyze supplier reports and monitor purchasing performance.
  - Ensure timely and accurate supply of materials and inputs required for operations and projects.
  - Manage procurement of raw materials and support cost-saving initiatives without compromising quality.
  - Coordinate logistics timelines for international purchases and material deliveries.
  - Review contracts, production indicators, and procurement requirements for the purchasing department.
  - Oversee indirect labor services and facility setup requirements.
  - Source infrastructure for voice, data, electrical services, security footwear, and electrical installation supports.

Automotive customers supported: BMW San Luis Potosí, BMW Chattanooga, AUDI San José Chiapa, VOLVO Ridgeville, HONDA El Salto, VW Mexico, VW Chattanooga, Cosma-Magna Internacional, Gestamp Puebla Plants I & II, Faurecia.

Additional Industry Experience: Boeing Commercial Airplanes, Washington.

FFT de México S.A. de C.V. | *Foreign Trade & Logistics Intern* | *Spring 2014*

- Reviewed customs documentation and maintained foreign trade files.
- Captured and updated information in Annex 24.
- Tracked export shipments and coordinated transportation logistics for goods and raw materials.

Benteler International (Planta Cienega y FINSA) . *Foreign Trade and Purchasing 2013-2014*

- PO Review
- Material Status Follow-up
- Purchase Order Filing and Documentation
- Review Meetings and Action-Point Follow-up
- Contract and Agreement Review

  Immediate Supervisor: Adriana Cajina

EDUCATION

Master's Degree in Administrative Engineering and Quality — Universidad La Salle | Professional License 13395541
Bachelor's Degree in International Trade — Benemérita Universidad Autónoma de Puebla (BUAP) | Professional License 09181933

Specialization in Customs Management — Additional Certification

International Academic Experience: Pontificia Universidad Católica de Valparaíso, Chile — Commercial Engineering International Exchange; academic training focused on workforce development in the Valparaíso region; letter of recommendation awarded.

CERTIFICATIONS & TRAINING

INCOTERMS 2020 (2019) • Legal Knowledge in Procurement (2018) • Advanced Microsoft Excel (2019) • International Quotes & Maritime Incoterms Workshop (2013) • University Congress on International Business (2010, 2011) • International Congress on Innovation and Competitiveness (2010)

LANGUAGES & TECHNOLOGY

English | SAP | Microsoft Office Suite (Advanced User) | Macintosh Operating System

AREAS OF EXPERTISE

Purchasing • Logistics • Business Administration • International Trade • Foreign Trade