

# MARCI BABICZ

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## PURCHASING MANAGEMENT

### Collaborative Leader Focused on People, Processes & Productivity

Purchasing professional offering a proven track record of delivering quality solutions, with experience in cost management, strategic supplier relationships, and customer service. Proven ability to identify and implement necessary changes to increase customer satisfaction and efficiencies while decreasing operational costs.

**Sourcing:** Builds strategic relationships with suppliers, negotiating cost and developing agreements that improves company grow and profitability.

**Business Transformation:** Provides engaged leadership to increase process efficiency and meet business targets. Supports others by providing coaching on process improvement tactics and tools. Leverages relationships, key resources, and relevant methodologies to improve quality, on-time delivery performance and reduce operating redundancy.

**Operations Excellence:** Leads and supports projects or teams in planning, managing and executing to achieve targeted objectives. Champions, develops and sustains a culture of continuous improvement, building business performance excellence by controlling costs and ensuring quality.

**Leadership:** Motivational style used to mentor and empower employees to excel; reliant upon training and development, and facilitation of conflict resolution, to achieve success.

## PROFESSIONAL EXPERIENCE

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### **SOURCING & PROCUREMENT CONSULTANT, Phoenix, AZ**

**Jan 2019 – Present**

Providing consultative support in evaluating, assessing and selecting vendors based on capabilities, performance and consistent quality to make the sourcing process of clients more efficient. Developing relationships with suppliers while negotiating cost and developing agreements that improve growth and profitability. Current projects: Building out product line for safety and first aid categories; developing sourcing strategies.

### **McKesson Medical-Surgical, Farmington, CT**

**2009 - 2018**

#### **SENIOR BUYER, Moore Medical Division**

Responsible for management of Moore Medical's most dynamic product categories - 14,000 SKUs valued at \$300 million and key customer accounts. Spearheaded new vendor and product sourcing, supplier relations, negotiations for significant cost savings and resolving service issues. Obtained medical products for regional distribution based on projected forecast analysis from historical data and maintained consistent inventory levels based on seasonal demand. Developed new supply sources to meet cost saving goals and negotiate inventory returns for low turnover products to maximize profits.

Researched and executed extensions of the private label product line, by soliciting, quoting and awarding contracts to the best qualified suppliers based on pricing, lead time and quality of product. Researched and updated content for website and AS400 data bases; assisted with implementation of all JDA Software updates as the official tester

- Collaborated with Marketing Department and top AED supplier to increase sales by 18%; negotiated cost savings of \$95,000; and enhanced the portfolio offering by \$167,000 by eliminating barriers for end customers.
- Identified an opportunity to streamline the purchase order transmission process. Reduced time and effort spent on unconfirmed orders by 25% to improve inventory management and supply chain flow that led to annual cost savings of \$615,000.

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## McKesson (cont'd)

- Initiated review of obsolete inventory; analyzed and interpreted data and formulated a solution. As the program evolved, several system enhancements were implemented to automate program and systematically reduce pricing without any additional personnel intervention. Achieved an 18% decrease of excess inventory; created and executed a plan to reduce carrying costs, saving over \$88,000.
- Incorporated consistency within product descriptions in operating system and website. Reviewed, created and implemented standardization of new item set up for enhanced customer experience, employee engagement and fulfillment efficiency.
- Analyzed specific KPI goals and evaluated process. Calculated inventory variances and collaborated with team to devise a system enhancement. After thorough reprogramming, global service level went from 95.5 to 98.05% in a 12-months period; reduced inventory on the slow-moving, high-dollar items reduced amount of purchase orders by an average of 6% resulting in \$80,000 annual cost savings.
- Identified system gaps in inventory forecasting by creating a new methodology to proactively identify issues for inventory recovery and reduction of product on hand. Created a new filter that reduced unnecessary inventory by 27% and drove \$80,000 in cost savings.

## Edwards Medical Supply, Bolingbrook, IL BUYER

2001 - 2009

Responsible for the purchasing across various product categories. Directly impacted corporate revenue and margin goals by minimizing inventory outages, reducing slow-moving and non-saleable inventory and working with manufacturers to identify cost saving opportunities. Managed day-to-day purchasing activities (e.g. orders, expediting, logistics, forecasting and reporting) across several categories including but not limited to pharmaceuticals, medical devices and disposable supplies. McKesson acquired Edwards in 2009.

- Supported several large customer wins by organizing custom portfolios, negotiating customer-level pricing contracts with manufacturers, and building inventory levels to ensure smooth customer onboarding.

## Boise Cascade Corporation, Boise, ID BUYER

1996 - 2001

Purchased materials, utilizing production schedules to maintain inventory at planned levels: gathered quotations, examine bids and made awards; managed inventory according to established guidelines and targets; and, generated and issued purchase orders while maintaining data accuracy.

## CERTIFICATION & EDUCATION

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Six Sigma - Yellow Belt

Diploma - Romeoville High School

## CORE COMPETENCIES

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Supplier Management – CRM User Interface – Negotiations - Cost Containment - Strategic Planning  
Procurement - Project Management – Communications - Data Mining & Presentation – KPIs  
JDA, SaaS E3 - Forecasting & Planning - Resource Management – Workflow Management - Workday  
Kronos - Data Base Management - Inventory Control - Microsoft 365 - Pivot Tables / V Lookup  
Distribution Requirement Planning (DRP) - OneDrive - Google Analytics - AS400