

SYLVAIN MASSON

French citizen/ Married to a US citizen
Relocating to New York, NY

Mobile: 011 41 795 573 233 · Email: symasson@gmail.com - Geneva, Switzerland

Senior Strategic Purchasing Manager

Highly resourceful, self-motivated, professional team player competent in extended sourcing strategies and supplier relationship management.

Problem solving and solution-driven purchasing manager with a superior ability to cultivate strong, mutually beneficial relationships with customers, suppliers, and contractors from various cultural backgrounds.

- **Sourcing Strategy**
- **Supplier Relationship Management**
- **Quality Management Support**
- **Cost Reduction and Risk Avoidance**
- **Contract Negotiation**
- **Project Leadership Management**

Professional Experience

Procter & Gamble, Geneva, Switzerland

Developing and implementing the sourcing strategies for glass containers for P&G Prestige Products, P&G Home Care (Febreze) and Ambi Pur (ex: Sarah Lee)

Senior Strategic Purchasing Manager / Global Strategy owner, 2007-Present

- Manage the Fine Fragrance Glass desk dealing with 10+ brands(Dolce & Gabbana, Hugo Boss, Lacoste) with over \$70MM spend
- Manage globally the glass purchases for P&G Home Care (Febreze)
- Manage the integration of Ambi Pur (ex: Sarah Lee)
- Manage One Purchasing Manager and One Purchasing assistant
- Lead a global new sourcing approach bringing more than \$2MM annualized cost savings
- Delivered \$4.2MM net cost savings (commercial and technical) and over \$7M cost avoidance
- Lead RFQ's on new initiatives (40/year)
- Collaborate with Marketing, R&D, Finance and Production Sites to deliver the best "Total Value" on all initiatives
- Contribute to gross margin improvement, lower the impact of glass on the TDC/NOS
- Develop "Low-Income Market" suppliers to leverage competition
- Implement innovative technology to give Procter and Gamble added cost savings, flexibility and sustainability
- **Annual Spend: \$90MM, index 97 vs. FY09**

NKnewlook, Miami, USA

Developed the sales strategy for the eastern seaboard of the USA, built the customer base, and sustained relationships with customers.

Business Development Manager (Long term Internship), 2006

- One year paid internship during the 3rd year of the Grenoble Business School
- Created and implemented the sales strategy for the US market
- Developed sales and customer base for the Eastern Seaboard of the USA
- Ensured project management from contract signature to payment
- Facilitated liaisons between technical engineering, design, production site and end consumer
- Brought a **turnover of \$0.8MM**, increasing the total turnover of the company by **25%**

Group Societe Generale, Paris, France

Assisting a Global Purchasing Manager in contracts negotiation and process improvements for the Societe Generale Group

Global Purchasing Manager Assistant, 2004

- One year paid internship between 2nd and 3rd year of the Grenoble Business School.
- Only the top 50 students on 500 were elected for this program
- Participated in a 4% Cost Savings on a 15M€ spend for global office furniture via RFQ and negotiation
- Participated in a process optimization for furniture bringing an estimated saving of 18% on 6M€ spend by process improvement, stock reduction and subcontracting.
- Lead the consolidation and leveraging of the moving service of expatriate furniture globally resulting in estimated 12% cost savings on 2M€
- **Annual Spend: 27M€, index 93**

Education

Grenoble Ecole de Management

Master in Marketing B2B, Grenoble, France

2002-2005

- Master in Marketing B2B, Secondary Specialization in Purchasing

Jönköping International Business School

International Exchange Student, Jönköping, Sweden

January 2005-July 2005

University of Besançon

B.S. Business Administration, Besançon, France

1999-2001

- Bachelor of Science in Business Administration, Minor in Marketing B2B

Pursuit

Festival de la Paille, Métabief, France (2000-2008)

An annual two day summer music festival in the Franche Comte region of France featuring 20+ bands from all genres.

- **Co-Founder**, Project Planner, Budget Owner, Buyer
- Established in 2000, holds annual events each August
- Yearly budget: 150,000€, Attendees: 4000, Bands: 12, Profit: 25,000€, staff of 15 members