



Ashley Sánchez

INDUSTRIAL ENGINEERING EXECUTIVE

Denver Engineering Inc.

Mr. Eli Hamlet

Human Resources

Seattle, September 15, 2019

Dear Mr. Eli,

I appreciate you taking the time for reviewing my profile and considering me as a potential candidate for the position of Lead Engineer at *Denver Engineering Inc.*, and it is with great enthusiasm that I submit my resume to apply for this great opportunity.

Having a professional experience of over 20 years in Sales & Procurement, I've always been impressed at the top-level service/products that you offer, and I would be excited for the opportunity to become an asset to the *Denver Engineering Inc.* Engineering team with my skills and qualifications.

Here is what I can deliver to this role:

Along the course of my career I have been involved in different stages of the production process; from the project planning, through the procurement procedures and quality assessment, up to the final delivery, meeting, and even exceeding, the customers' expectations.

One of my best competencies is the ability of building strong relationships with clients, potential clients and suppliers within the industrial market, strengthening customer service concepts through proactivity, adaptability and flexibility, while delivering the best possible business solutions to a customer's wants and needs.

In addition to being flexible and responsive, I'm also very analytic and detail oriented, skills that allow me to handle large projects successfully. This certainly can't be achieved alone, and this is why I'm a big fan of collaborative teams at all levels. In my experience, effective communication between teams and engaging people in a common task boosts motivation and performance, and it is the only way to make sure that a project is completed in a cost effective manner and delivered on time.

I believe this is a position where my passion for this industry will grow even more, and I would love the opportunity to meet in person to further discuss my experience and the value I can offer to the *Denver Engineering Inc.* team as your next Lead Engineer.

Best regards,

Ashley Sánchez



Ashley Sánchez

INDUSTRIAL ENGINEERING EXECUTIVE

Business Development | Solutions Analysis | Organizational Leadership | Relationship Building

CAREER BACKGROUND

SALES, MARKETING & PROCUREMENT DIRECTOR

Ashwood Engineering, SAU / 2014 – Present

Joined the company in 2014 as Head of Procurement, Expedition and Processes, and earned the Sales, Marketing and Procurement Director position in 2016.

IMPACT: Execution of innovative business concepts to target underserved niche markets, and incorporate new model strategies within the existing corporate model.

- Targeting of potential industry market customers while cultivating long-term relationships with existing customers.
- Strengthening of the company's customer service team by stimulating proactivity, adaptability and flexibility to deliver the best solutions to the company's customers.
- Engagement in EPC project management, to successfully accommodate company's products for meeting the market trends criteria towards EPC supply.
- Sales & Procurement team leadership to satisfy and exceed compliance targets.
- Implementation of mid-term and long-term strategic sales policies.

HEAD OF PROCUREMENT, EXPEDITION & PROCESSES

IMPACT: Strengthening of the Procurement Department of the Ashwood Engineering group by developing and implementing wise solutions for cost reduction

- Establishing key relationships with international vendors and designing mutually beneficial strategies for enhancing long-term agreements.
- Commissioned to collaborate with the Procurement Team at the company's headquarters in Spain, for one year, during the expedition of a strategic international project.

ABOUT ME

More than 20 years of experience with special expertise in Sales & Procurement, Quality Management and Project Management in B2B companies from the industrials economic sector.

Analytic and results-oriented, backed by proven talent for building long-term relationships with customers and developing strategies for the acquisition of potential customers within the industrial market.

Proactive in policy development for new products and consolidation of existing ones.

STRENGTHS

Solution Selling
Consultative Sales Approach
Key Account Management
Product Configuration
Contract Negotiations
New Business Development
Building & Leading Teams
Budget and P&L Management
Building Strategic Alliances



Ashley Sánchez

INDUSTRIAL ENGINEERING EXECUTIVE

PROJECT PROCUREMENT

BEMA / 2005 – 2014

IMPACT: Managed tactical and strategic purchasing tasks for product families to overhaul in-house business processes, cutting down cycle times and improving efficiency.

- Coordinated Production/Sourcing plans with the Production Team as well as external manufacturing vendors for new products development.
- Worked with R&D to find primary and secondary sources of supply for all purchased components required for performance tests.

PROJECT MANAGER – ANTA Group / 2000 – 2005

IMPACT: Consolidated the portfolio of projects under development for Toyota and Lexus.

- Supervision and analysis of statistical data and product specifications, to meet the standards of the proposed quality and reliability expectancy of the finished product.
- Definition and control Quality standards in accordance with SEAT requirements.
- Implementation of quality management tools for process analysis within the project development.
- Coordination of cross-functional teams composed of members of Sales, Marketing, Procurement, Design, Process and Quality.

PROCUREMENT ENGINEER - ALI Executives / 1998 – 2000

IMPACT: Enhanced vendors' agreements according to costs, delivery times and quality to meet the projects' requirements and standards.

- Assessed the modifications and development of the product for the project team.
- Evaluated and monitored suppliers to meet quality standards, certification and serialization of the final product.

PROJECTS

APA CORE
Project Team Coordinator
Time Group / 2015 - 2019

TOYOTA
Project Development
Procurement
JAU Executive / 2013 - 2015

ANATA
Quality Assurance. Project Audits.
Performance Tests.
Group Zen / 2008 - 2014

JESTER GROUP
Cost Estimation. Computer
Support Programming Visual
Basic
HAPA /2006 - 2008

AREAS OF EXPERTISE

INDUSTRIAL ENGINEERING

MECHANICAL ENGINEERING

SALES & PROCUREMENT

PROJECT MANAGEMENT

QUALITY MANAGEMENT



Ashley Sánchez

INDUSTRIAL ENGINEERING EXECUTIVE

ADDITIONAL BACKGROUND

QUALITY ENGINEER - *Data Consulting / 1990 - 1998*

IMPACT: Conducted and assessed product quality control guarantees of manufacturing projects for Megane.

- Performed product audits and performance assessments according to product guidelines.
- Tracked and monitored data analysis of defective products to design solutions for support field processes.

QUALITY CONSULTANT
ONE ENGINEERING / 1989 – 1990

- Implementation Consultant for Quality Management Systems ISO 9000 and E.F.Q.M and process improvements required to meet quality standards for business objectives.
- Coordination and execution of legal compliance, operational requirements and customer expectation, related to the commercialization of products.

EDUCATION

EXECUTIVE MBA
Bologna Business School
2009

MASTER IN BUSINESS
ADMINISTRATION
University of California--Berkeley
2003

INDUSTRIAL ENGINEERING
University of Barcelona
1999

SKILLS


English

Spanish

German

SAP / Oracle

CONTACT

 +206 555 2807

 ash.sanchez@yahoo.com



@Ash_Sanchez



[/AshleySanchez](#)



[in/ashleysanchez](#)