

Beruk Admassu

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Summary

High-impact Strategic Sourcing professional with over 20 years of experience optimizing procurement efficiency and managing complex supplier relationships across diverse business functions. Expert in Strategic Sourcing, Contract Negotiation, and sophisticated Cost Modeling to drive cost-effective purchasing in high-growth environments. Proven track record of architecting enterprise operating models and shepherding complex procurement pipelines through Legal, Security, and Compliance approvals to capture multi-million dollar synergies.

Work Experience

Senior Procurement Category Manager

May 2024 – Present

THE CLOROX COMPANY, ALPHARETTA, GA

- Lead category strategies and Strategic Sourcing programs for external-manufacturing, governing \$200M+ in annual Spend Management while optimizing procurement efficiency.
- Partner with Finance, R&D, and Supply Chain to shepherd growth priorities into structured sourcing plans, streamlining procurement pipelines involving Legal and Compliance stakeholders.
- Architect an enterprise CDMO operating model that integrates Risk Management to cut development cycle time 30% and reduce launch COGS 12%.
- Drive supplier-network simplification through rigorous Vendor Due Diligence, resulting in 31% supplier consolidation and 18% fewer quality incidents.
- Manage make-or-buy and scenario analyses using advanced Cost Modeling spanning CapEx, overhead, quality risk, and lead time to support technology procurement decisions.

Process Improvement Lead

January 2010 – January 2012

BURT'S BEES, DURHAM, NC

- Executed Six Sigma / Lean initiatives cutting changeover time 25% and scrap 30%, saving \$4.8MM through process optimization.
- Managed a 30% reduction in unplanned production stops and a 47% increase in e-commerce shipment efficiency.
- Applied Cost Modeling and structured problem-solving to improve plant execution and automated KPI reporting.

Owner / Founder

January 2003 – January 2007

MM DEVICES, RALEIGH, NC

- Managed and scaled a mobile-device remanufacturing startup serving major wireless-insurance providers, focused on Corporate IT Purchasing.
- Negotiated supply agreements and expanded from a single refurbished product to multiple lines while building critical supplier relationships.
- Negotiated procurement contracts and engineered lean refurbishment processes, boosting throughput 35%.

Procurement Category Manager

July 2023 – May 2024

THE CLOROX COMPANY, ALPHARETTA, GA

- Managed \$100M+ in spend across major divisions, delivering \$3MM in first-year savings through expert Contract Negotiation and Spend Management.
- Collaborated with internal stakeholders to align purchasing plans and coordinate supplier commitments, improving visibility into organizational spend.
- Executed Purchasing Forecasting that reduced raw-material lead time from 16 to 10 days and improved forecast accuracy to 94%.
- Negotiated guided-buying adoption and contract compliance through Coupa/MyBuy and P2P governance to ensure sustainable procurement practices.

Senior Supply Chain Planner

January 2009 – January 2010

BURT'S BEES, DURHAM, NC

- Forecasted demand to reduce stockouts 40% and raise case-fill to 95% by implementing demand-driven replenishment.
- Managed supply responsiveness by translating demand signals into actionable replenishment decisions and Purchasing Forecasting.

Global Strategic Sourcing Manager

November 2020 – July 2023

THE CLOROX COMPANY, ALPHARETTA, GA

- Led Strategic Sourcing across high-complexity categories using Should-Cost Modeling and competitive re-bids to optimize technology procurement costs.
- Negotiated commercial agreements that trimmed direct-material costs 14% (~\$18MM) while maintaining 99% compliance through rigorous Redlining and Contract Drafting.
- Increased innovation gross margin by 5 points through stronger Strategic Sourcing and category discipline during a period of high-growth expansion.
- Managed alignment across Procurement, Operations, and Finance to pressure-test opportunities and mitigate supplier management risks.

Supply Planner

January 2007 – January 2009

BURT'S BEES, DURHAM, NC

- Managed a postponement program that reduced finished-goods inventory and drove a 25% reduction in working capital.
- Forecasted planning and process improvements that increased operational flexibility and supplier management efficiency.

Innovation Project Manager

October 2018 – November 2020

THE CLOROX COMPANY, ALPHARETTA, GA

- Orchestrated 19 new-product launches generating \$120MM in incremental revenue while managing complex supplier relationships.
- Shepherded agile stage-gate methods that cut commercialization timelines 28%, optimizing the procurement pipeline for faster time-to-market.
- Established external-manufacturing frameworks, including Vendor Due Diligence criteria and capability assessments for Sustainable Procurement.

- Translated complex supply, cost, and Risk Management considerations into executive-ready recommendations for technology purchasing.

M&A Integration Project Manager

June 2016 – October 2018

THE CLOROX COMPANY, ALPHARETTA, GA

- Integrated three manufacturing plants and a 120-SKU portfolio, capturing \$25MM in synergy savings through Enterprise Software Spend optimization.
- Managed cross-functional transition planning across supply chain, logistics, and supplier relationships to improve spend visibility.
- Forecasted resource needs to achieve 100% customer-service continuity during complex ERP and logistics rollouts.
- Led the F2S workstream for NetSuite implementation, managing dependencies across IT, Finance, and Legal to ensure system compliance.

Supply Chain Project Manager | Brita

May 2012 – June 2016

THE CLOROX COMPANY, ALPHARETTA, GA

- Managed end-to-end supply-chain initiatives that improved planning reliability and Spend Management performance.
- Forecasted demand and improved accuracy from 72% to 87%, freeing \$15MM in working capital through Purchasing Forecasting.
- Negotiated S&OP overhaul to elevate OTIF delivery from 90% to 96% while managing supplier commitments.
- Established four new international supply chains using rigorous Vendor Due Diligence in partnership with external innovation teams.

Education

B.S. in Industrial & Systems Engineering

January 2006

NORTH CAROLINA STATE UNIVERSITY, RALEIGH, NC

Additional Skills

Strategic Sourcing & Negotiation: Strategic Sourcing, Contract Negotiation, Contract Drafting, Redlining, Supplier Management, Commercial Agreements

Procurement Analysis & Finance: Cost Modeling, Should-Cost Modeling, Purchasing Forecasting, Spend Management, Total-cost Modeling, Make-or-Buy Analysis

Risk & Compliance: Vendor Due Diligence, Risk Management, Sustainable Procurement, ERP / P2P Governance, Contract Compliance, Supplier Due Diligence

Technology & Tools: Coupa, MyBuy, NetSuite, Enterprise Software Spend, Technology Procurement, AI Fluency

Methodology: Six Sigma Black Belt, Lean, Agile Stage-gate, Scenario Modeling

Certifications

- Six Sigma Black Belt - Clorox & VMEDU

- AI Fluency - Anthropic