



Ilinca Margarita

Date of birth: () | **Nationality:** Romanian | **Gender:** Female | **Phone number:**

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Address: ()

WORK EXPERIENCE

07/2024 - CURRENT Germany

STRATEGISCHER EINKÄUFER ELEKTRONISCHE BAUTEILE/ SENIOR STRATEGICAL BUYER FOR ELECTRONICS BOSCH SICHERHEITSSYSTEME GMBH

Responsible purchasing volume r.a. 35 Mio. Euro:

Strategic Sourcing and Procurement

- **Developing Procurement Strategies:** Create and implement long-term sourcing strategies that align with the company's goals and objectives, focusing on cost savings, quality improvement, and risk mitigation.
- **Market Analysis:** Conduct thorough market research to understand industry trends, pricing dynamics, and supplier capabilities. Identify potential opportunities and threats in the supply chain.
- **Supplier Selection:** Evaluate and select suppliers based on quality, cost, delivery, and technological capability. Develop a robust supplier base to ensure reliability and innovation.
- **Negotiation:** Lead complex negotiations with suppliers to secure favorable terms, including pricing, delivery schedules, and payment terms.

Cost Management and Optimization

- **Cost Reduction Initiatives:** Identify and implement cost-saving opportunities through strategic sourcing, supplier consolidation, and value engineering.
- **Budget Management:** Manage the procurement budget effectively, ensuring alignment with the company's financial targets and constraints.
- **Total Cost of Ownership (TCO):** Analyze and manage the total cost of ownership for electronic components, considering factors such as acquisition cost, operational cost, and lifecycle cost.

Quality and Compliance

- **Risk Management:** Identify and mitigate risks in the supply chain, including those related to supplier reliability, geopolitical factors, and market volatility.

Cross-Functional Collaboration

- **Interdepartmental Coordination:** Collaborate with R&D, engineering, production, and finance teams to align procurement activities with product development and operational needs.
- **Project Management:** Lead or support cross-functional teams in procurement-related projects, such as new product launches, supply chain optimization, and cost reduction programs.
- **Stakeholder Communication:** Maintain clear and effective communication with stakeholders regarding procurement plans, supplier performance, and market developments.

Technology and Innovation

- **Staying Updated:** Keep abreast of technological advancements in the electronics industry and understand their implications for procurement strategies.
- **Innovation Sourcing:** Identify and source innovative products and technologies that can provide a competitive edge for the company.
- **Digital Tools:** Utilize advanced procurement tools and technologies, such as e-sourcing platforms, data analytics, and supplier management systems, to enhance efficiency and decision-making.

Supply Chain Optimization

- **Logistics Coordination:** Work with logistics to optimize the supply chain, ensuring timely and cost-effective delivery of components.
- **Inventory Management:** Balance the need for maintaining adequate inventory levels to support production with the goal of minimizing holding costs and obsolescence risks.
- **Continuous Improvement**
- **Benchmarking:** Benchmark procurement practices against industry standards and best practices to identify areas for improvement.

06/2021 – 04/2024 Curtea de Arges, Romania

GLOBAL COMMODITY/TECHNOLOGY BUYER FOR ELECTRONICS AND ELECTRICAL PARTS KÄRCHER ROMANIA (LEGAL ENTITY OF ALFRED KÄRCHER GERMANY)

responsible purchasing volume r.a. 20 Mio. Euro:

Global Strategic sourcing of assigned commodity parts;

Managing supply base to include renewal of agreements and assisting suppliers in problem solving and tracking corrective actions;

Conduction supplier assessments for potential new suppliers;

Gathering and analyze supplier data to prepare analysis and recommendation for supplier selection, with focus on sourcing in low cost countries;

Presenting and reporting on high level

Working with global suppliers to develop continuous improvement plans and metrics to monitor performance;

Development, execute global sourcing strategies and prepare monthly reports to track and present sourcing strategy and progress, including achievement of spend reduction targets;

Annual price negotiation preparation;

SAP Ariba supplier on boarding;

Detailed price analysis and benchmark;

Troubleshooting responsibilities;

Production support;

Shortages responsibilities;

05/2020 – 10/2020 Jackson Hole, Wyoming, United States

5 MONTH STAY ABROAD - USA FOR GATHERING INTERNATIONAL WORK EXPERIENCE AS A SENIOR SUPERVISOR MILLION DOLLAR COWBOY RESTAURANT

supervision of employees activity;

ensuring compliance with employees' weekly and monthly commitments;

making inventories and costs;

planning, organizing and supervising special and private events, etc;

supplying responsibilities on all sectors;

payroll responsibilities;

vendors payment responsibilities;

2016 – 2019 Timișoara, Romania

VICE PRESIDENT STUDENTS' LEAGUE OF COMMUNICATION SCIENCE FACULTY - POLITEHICA UNIVERSITY

representative student in the Faculty Council;

student responsible for organizing Conferences and academic events within the Faculty of Communication Sciences or Politehnica University of Timișoara ;

delegate student in the Commission for awarding merit scholarships within the Faculty of Communication Sciences;

2019 Timișoara, Romania

ORGANISING MEMBER POLITEHNICA UNIVERSITY TIMIȘOARA - INTERNATIONAL CONFERENCE PCTS; 11TH EDITION

2018 Timișoara, Romania

REPRESENTATIVE STUDENT OF THE FACULTY OF COMMUNICATION SCIENCES AND ORGANIZING MEMBER OF THE EVENT UNIVERSITATEA POLITEHNICA TIMIȘOARA- EVENIMENTUL „ZILELE CARIEREI”

- in charge of communication with the representatives of the companies present at the event;
- responsible for the budget necessary to organize the event;

2017 Timișoara, Romania

ORGANISING MEMBER POLITEHNICA UNIVERSITY OF TIMIȘOARA - INTERNATIONAL CONFERENCE PCTS; 10TH EDITION

Timișoara, Romania

VOLUNTEER CAREER COUNSELING AND GUIDANCE CENTER- POLITEHNICA UNIVERSITY TIMIȘOARA

● EDUCATION AND TRAINING

01/10/2021 – CURRENT Sibiu, Romania

PHD - ECONOMIC SCIENCE Institutul de Studii Universitare de Doctorat al Universității „Lucian Blaga” din Sibiu

Address Bd-ul. Victoriei, Nr.10 , 550024, Sibiu, Romania

10/2019 – 06/2021 Sibiu, Romania

MASTER DEGREE- INTERCULTURAL COMMUNICATION IN ECONOMIC FIELD IN GERMAN LANGUAGE
University „Lucian Blaga” din Sibiu, Faculty of Languages and Arts

Address Bulevardul Victoriei 5-7, 550024, Sibiu, Romania

08/2019 – 09/2019 Düsseldorf, Germany

DAAD SCHOLARSHIP Institut für Internationale Kommunikation Düsseldorf

Address Eulerstraße 50, 40477, Düsseldorf, Germany

09/2016 – 06/2019 Timișoara , Romania

BACHELOR DEGREE- MODERN APPLIED LANGUAGES- TRANSLATION AND INTERPRETING (ENGLISH/ GERMAN) Politehnica University of Timișoara, Communication Science Faculty

Address Strada Traian Lalescu 2, 300223, Timișoara , Romania | **Final grade** 9,93 |

Thesis Traducere comentată(G-RO)- „Volkswagen-Auf dem Weg zur Weltspitze”

09/2017 – 02/2018 Saarland, Germany

ERASMUS SCHOLARSHIP Universität des Saarlandes

Address Campus-Saarbrücken, 66123 , Saarland, Germany |

Field of study Philosophische Fakultät-Fachrichtung Sprachwissenschaft und Sprachtechn

09/2012 – 06/2016 Curtea de Argeș, Romania

HIGH SCHOOL DIPLOMA - PHILOLOGY Colegiul Național „Vlaicu Vodă” Curtea de Argeș

Address Strada Negru Vodă 131, 115300, Curtea de Argeș, Romania

● LANGUAGE SKILLS

Mother tongue(s): **ROMANIAN**

Other language(s):

| | UNDERSTANDING | | SPEAKING | | WRITING |
|----------------|---------------|---------|-------------------|--------------------|---------|
| | Listening | Reading | Spoken production | Spoken interaction | |
| ENGLISH | C2 | C2 | C2 | C2 | C2 |
| GERMAN | C1 | C1 | C1 | C1 | C1 |
| SPANISH | C1 | C1 | C1 | C1 | C1 |

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

SAP Purchasing Tool | ECDL - European Computer Driving Licence Certificate | Office Excell | SAP Ariba | Microsoft PowerPoint - Advanced | Microsoft - Office Package - Advanced | Altium-Intermediate - Advanced | Power BI - Intermediate | Calquote - Advanced | CalcuQuote - Advanced

● DRIVING LICENCE

Driving Licence: B

● CONFERENCES AND SEMINARS

04/04/2019 – 05/04/2019 Rectoratul Universității Politehnica Timișoara

International Conference PCTS, 11th Edition

01/2019 Communication Science Faculty

Scientific Seminar „Die W(EH)S der Kommunikation”, Ediția a II a

05/03/2019 Sala Polivalentă a Bibliotecii Centrale a Universității Politehnica

Meeting of the diplomatic corps of the United Mexican States

22/04/2019 Communication Science Faculty

Scientific Seminar - "Translation in the academic and professional environment"

27/11/2018 Politehnica University of Timișoara

Terminology management workshop - „Terminology Management in Companies”

21/05/2018 Lectorat DAAD, Sala A 110

Scientific Seminar - "Translation procedures of economic texts" (German-Romanian)

24/05/2018 Atelier de interpretare consecutivă- „Interpreting Timișoara”, ediția a III a

Consecutive interpretation workshop (English-Romanian/ Romanian-English)- „Interpreting Timișoara”, Ediția a III a

27/09/2018 Lectorat DAAD

Scientific Seminar - „Deutsch im Studium und Beruf”

10/12/2018 Communication Science Faculty

Scientific Seminar - „Translation engineering" (German-Romanian), 5th edition

06/04/2017 – 10/04/2017 The Central Library of the Politehnica University of Timișoara

Scientific seminar - "Training of documentation skills in the process of translation and mediation of communication in foreign languages", 3rd Edition

● HONOURS AND AWARDS

06/06/2019

Stipendienurkunde im Rahmen der Programme der Deutsche Akademische Austauschdienst – Deutscher Akademischer Austausch Dienst – Deutscher Akademischer Austausch Dienst

29/05/2019

Merit Diploma for the very good results obtained in the academic years 2016-2019 – Communication Science Faculty

31/05/2018

Certificate of Attendance - Learning assistant for the Course Conventional Romanian language course for the international students of UPT- 5th Edition – Politehnica University of Timișoara

● COMMUNICATION AND INTERPERSONAL SKILLS

Competences / What makes me:

Active listening

The ability to work effectively under high pressure.

Pro-activity doing and handling

High reliability

Adaptability and flexibility.

Loyalty

● VOLUNTEERING

09/2017 - 04/2019 Career Counseling and Guidance Center - Politehnica University of Timișoara

Volunteering activities
