

William Daniel

Global Supply Chain Manager, Automotive Sourcing

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STRENGTHS

- 🌐 **Strategic sourcing**
Built sourcing plans from prototype through production, and teams gained clearer choices around cost, timing, and capacity.
- 📊 **Cost analysis**
Created first principles models from material, labor, tooling, and cycle time assumptions. Quotations became easier to challenge.
- 👥 **Supplier development**
Qualified alternate suppliers and traced Tier 2 dependencies. A practical capacity review often surfaced risks early.
- 🗨️ **Commercial negotiation**
Shaped agreements around price, tooling, productivity, and change management. Suppliers and internal leaders trusted the process.
- 🚀 **Launch leadership**
Connected design freeze, prototypes, and production milestones. Partners frequently sought help when timing or delivery slipped.

SKILLS

Global sourcing

Commodity management

Negotiations

Commercial agreements

Should cost modeling

Make or buy analysis

Tier 1 supplier development

Tier 2 supplier development

EV supply chains

SOP launch readiness

SUMMARY

Global **supply chain** and commodity management leader with 10 years of experience guiding sourcing for complex automotive and **electrified vehicle components**. Leads strategies from prototype through start of production, combining engineering fluency with commercial judgment across supplier selection, negotiations, **should cost models**, make or buy analysis, capacity planning, and launch readiness. Builds Tier 1 and Tier 2 networks across regions, with practical attention to dual sourcing, constrained materials, tariffs, geopolitical exposure, quality, delivery, and landed cost. Partners closely with engineering, finance, manufacturing, quality, and suppliers on design milestones, production transitions, robotics, automation, and performance recovery. Uses agreement dashboards and **AI assisted quote analytics** to improve comparison quality and decision speed. Brings a steady, collaborative approach that helps teams protect program timing, improve cost transparency, and build dependable supply continuity.

EXPERIENCE

Senior Global Commodity Manager, Electrified Vehicle Components

Apex Electrified Systems 📅 July 2023 - Present 📍 Novi, MI

Leads global commodity strategy for electrified vehicle components from prototype sourcing through production launch. Owns supplier decisions, commercial alignment, cost analysis, capacity planning, and risk response across engineering and manufacturing programs.

- Built **first principles should cost models** using material, labor, tooling, and cycle time assumptions.
- Established **dual source** plans after mapping **Tier 2** dependencies, tariffs, constrained materials, and regional capacity.
- Led supplier selections and negotiations balancing launch timing, quality, capacity, and **landed cost**.
- Directed make or buy reviews covering capital, logistics, intellectual property, control, and schedule.
- Introduced agreement dashboards and **AI assisted quote analytics** for consistent commercial comparisons.

Commodity Manager, Chassis and Electromechanical Components

Vector Automotive Components 📅 March 2020 - June 2023 📍 Dearborn, MI

Managed sourcing and supplier performance for chassis and electromechanical components across new vehicle programs. Coordinated **commercial agreements**, **cost transparency**, alternate capacity, automation opportunities, and supplier reviews with cross functional teams.

- Negotiated multi year agreements covering piece price, tooling, capacity, productivity, and change management.
- Developed **cost** breakdowns for stamped, machined, molded, and assembled parts using process assumptions.
- Qualified alternate **Tier 1** suppliers and traced Tier 2 dependencies for material and logistics continuity.
- Partnered with suppliers on robotic handling, automated inspection, and process control opportunities.
- Maintained supplier reviews covering cost, **quality**, delivery, **capacity**, and corrective actions.

Senior Buyer, Advanced Programs

Great Lakes Mobility Group 📅 June 2016 - February 2020 📍 Auburn Hills, MI

Supported advanced vehicle hardware sourcing through competitive quotations, technical reviews, prototype commitments, and localization studies. Connected supplier decisions with design freeze, investment, manufacturing capability, delivery risk, and program milestones.

Tariff analysis Geopolitical risk
Dual sourcing Supplier robotics
AI enabled analytics

LANGUAGES

English Native

Spanish Intermediate

MY CAREER



● Senior Global Commodity Manager, Electrified Vehicle Components at Apex Electrified Systems (3.2 Years)

● Commodity Manager, Chassis and Electromechanical Components at Vector Automotive Components (3.2 Years)

● Senior Buyer, Advanced Programs at Great Lakes Mobility Group (3.7 Years)

- Built commercial comparisons separating material, conversion, tooling, logistics, and capital assumptions.
- Coordinated technical reviews that resolved manufacturability questions before **design freeze**.
- Tracked **prototype** commitments against milestones and escalated tooling, capacity, and delivery risks.
- Prepared make or buy and localization analyses covering investment, unit economics, capability, and schedule.
- Expanded commodity knowledge through supplier visits, benchmarking, cost workshops, and launch reviews.

PROJECTS

Global Dual Source Capacity Program 📅 2024

Mapped Tier 2 dependencies, regional capacity, tariff exposure, and constrained materials, then shaped dual source choices supporting electrified vehicle launch continuity.

AI Assisted Quote Analytics 📅 2023

Introduced structured agreement dashboards and AI assisted quote comparisons, giving sourcing teams clearer cost visibility and faster commercial decisions.

LEADERSHIP & AWARDS

- Recognized by sourcing leadership for building practical dual source plans across constrained materials and regional capacity.
- Selected for cross functional launch leadership after improving supplier cost comparisons and prototype risk visibility.
- Earned repeated stakeholder confidence through clear negotiations, supplier reviews, and timely escalation of program risks.

EDUCATION

Master of Business Administration

Oakland University 🎓 GPA: 4.0 📅 2020 📍 Rochester, MI

Coursework: Strategic sourcing, operations management, financial analysis, organizational leadership

Bachelor of Science in Supply Chain Management

Michigan State University 🎓 GPA: 4.0 📅 2016 📍 East Lansing, MI

Coursework: Procurement, logistics, operations planning, supplier management

CERTIFICATIONS

- Certified Professional in Supply Management (CPSM) 📅 2022
- ASCM Supply Chain Procurement Certificate 📅 2021

TECHNICAL SKILLS

- **Sourcing Strategy:** Global sourcing, commodity management, supplier selection
- **Commercial Management:** Commercial agreements, negotiations, change management
- **Cost Modeling:** Should cost modeling, cost breakdowns, first principles analysis
- **Make or Buy Analysis:** Make or buy analysis, localization analysis, capital analysis
- **Supplier Networks:** Tier 1 suppliers, Tier 2 suppliers, alternate supplier qualification
- **Capacity Planning:** Dual sourcing, regional capacity, production capacity
- **Risk Management:** Tariffs, geopolitical risk, raw material scarcity
- **Launch Management:** Prototype sourcing, design freeze, start of production
- **Quality and Delivery:** Supplier quality, delivery performance, corrective actions
- **Automation Systems:** Robotics, robotic handling, automated inspection
- **Analytics Platforms:** AI assisted analytics, quote analytics, agreement dashboards
- **Automotive Manufacturing:** Electrified vehicles, stamped parts, machined parts
- **Process Analysis:** Material assumptions, cycle time, tooling, labor
- **Stakeholder Systems:** Engineering roadmaps, manufacturing readiness, supplier reviews

- **Procurement Standards:** ASCM procurement, CPSM, competitive requests for quotation

PROFESSIONAL AFFILIATIONS

- ASCM member, connected procurement certification with practical supplier development and launch work.
- Institute for Supply Management member, engaged with sourcing practices, commercial strategy, and commodity leadership.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST