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QUALIFICATIONS SUMMARY:

- **Value Chain operations from material supply to inventory and warehouse management**
- **Business Development in FMCG market**
- **Commodity trading of agricultural materials.**
- **Palm Based Manufacturing Plant Management**

ACCOMPLISHMENT WITH FIRST PHILIPPINE SILKROAD INTERNATIONAL CORPORATION:

- Generated supply chain process from procurement, inventory management, warehouse and logistics operation. Increased operations efficiency by 25%
- Managed strategic commodity sourcing for grains, cooking oil, coffee, Non Dairy Creamer and Powdered Soya Milk. 100mio procurement savings YOY
- Sealed contract for Exclusive Distributorship Agreement with Ollio Nishhin Group to handle business development in the Philippines. Generated 100 mio business revenue.
- Sealed a partnership with PT Mikie Oleo to produce the proprietary oil that is currently being supplied to major institutional accounts and a current consumer brand of a new distribution company. Generated 95mio business revenue

ACCOMPLISHMENTS WITH NUTRIASIA:

- Led "Project Moonwalk" a major feasibility study on oils backward integration to sustain current Oils business of NutriAsia.
- Authored the Oils Business Risk Policy in support of supply management goal.
- Developed business-investor partners for the oil business category.
- Developed business partners to manage local hub. Handling warehouse and distribution activities
- Championed the operational innovation in Q4 2010, by setting-up the commodity based oils and other materials, by setting up a hub system that guaranteed a more efficient supply chain activity from importation to deliveries of materials. This project resulted to a 0 incremental expenses after year 1 of operations for Golden Fiesta Cooking oil vis-a vis a 200mio in 2009 attributed to incremental expenses from port charges, demurrage, container storage expenses, high trucking cost, additional warehouse rental and pilferages.
- Championed "Project San Juanico" in Q4 2010 a bridge project of filling and logistics support to the current capability of SAFI oils operation.
- Set-up of oils filling operation in Davao in January 2010, to support increasing demand in Visayas and Mindanao. The project mitigated the risks of OSS brought about by logistical issues due to inter-island transfer from the main plant in Marilao, Bulacan to Visayas-Mindanao distributors.
- Delivered highest Trade Results contributor in 2009 as Business Unit Head, at 8.9% total company performance even with a -2% decline in volume sold of the oils category.
- Highest Gross Margin category performer at 29% average exit 2009.
- Highest productivity performer at 180M through on time trading of oil materials exit 2009
- Generates annual productivity on top of TDC commitment at a minimum of 50M

- Generated highest productivity for 2012 at 123M on top of Total Delivered Cost
- Generated month on month freight savings average of 1.2M or an annual savings of 14.4mio
- Completed full revision of Supplier Quality Development Manual in 2008 based on the latest business goal of the company.
- Championed the introduction of an integrated supply partnership as operational support to the newly launched down line brand “Reyna” to edge on price competitiveness in the tertiary sales channel.
- Cracked the industrial and tertiary channel sales and marketing in April 2013 through Project Berlin and Project Bumbay generating an incremental 85M in NSV(net sales), under the newly formed Business Development Division.
- Improved sales performance of newly launched tertiary channel cooking oil brand Reyna after turn-over to our division in April 2013, from the 21,550 cases actual sale in 2012 to actual sales of 72,695 cases close of December 2013.

EXPERIENCE:

January 2, 2021- Present – **Freelance Commodity Trader**

Represents the following local and foreign principals in trading commodity raw materials and products to Philippine end-users

- a. Wilmar Trading PTE Ltd, Singapore
 - a.1 Bulk RBD Palm Products
- b. Intercontinental Specialty Fats Ollio Nisshin of Japan, Kuala Lumpur Malaysia
 - b.1 Specialty and Bakery Fats
- c. PT Mikie Oleo Nabati Industri, Jawa Barat Indonesia
 - c.1 RBD Palm Olein and its derivatives in bulk flexibags
- d. Vayhan Coffee Limited, Hyderabad India
 - d.1 Powdered Coffee
- e. Philcoco, Misamis Oriental, Mindanao
 - e.1 RBD Palm Olein

January 2017 – December 2020 - **Head of Procurement for Strategic Materials**
First Philippine Silkroad International Corporation

Procurement/Trading Function:

- Leading negotiations and driving cost savings for traded commodities.
- Manage supplier relationships with focus on supply risk management, contract risk management and cost management.
- Responsible for contract management within the assigned scope (develop and execute)
- Direct all facets of procurement/trading of strategic materials being supplied to key clients producing branded rice, branded cooking oil, 3in1 coffee and powdered soya milk.
- Leads international trading of bulk palm-based oils from MY and Indonesia and local export of specialty coco-based oils.
- Measuring/tracking internal performance within each spend category and defining budgetary impact
- Managing strategic interaction with key suppliers
- Managing implementation of sourcing strategies
- Leading/participating in the development of sourcing strategies
- Managing performance, commercial terms, and strategic relationships
- Oversees budgets and ensures resources are properly allocated.
- Oversees end to end operation particularly initial shipments of critical commodities such as rice in Thailand, Coffee in India, NDC in Malaysia and powdered soya milk from China.
- Ensures department meet individual goals.
- Responsible for overall accountability to shareholders and the clients.

Primary responsibilities

- Meet with other executives to determine if company is in accordance with goals and policies.
- Oversee department budgets.
- Encourage business investments
- Direct the departments' financial goals, objectives, and budgets.
- Implement department's guidelines on a day to day basis
- Develop and implement strategies and set the overall direction for the department
- Provide visionary and strategic leadership for the department.
- Collaborate with the other Department Heads to develop the policies and direction for the procurement team
- Develop and maintain relationships with other associations, industry, and government officials that are in the best interest of the company.
- Provide adequate and timely information to the Management Committee to enable it to effectively execute its oversight role.
- Direct staff on department structure, professional development, motivation, performance evaluation, discipline, compensation, personnel policies, and procedures.

September 1, 2015 - December 30, 2015 **Consultant, NutriAsia Inc.**

- Provide relative sound business advise in commodity buying and strategic positioning in the different channel of the industry
- Refer access to business related market information
- Confer with marketing group on development of business model specific to traditional market

April 1, 2013 - August 1, 2015

Senior Business Development Manager, NutriAsia Inc.

- Developed business structures for channels that are not yet tapped by NutriAsia particularly the tertiary and industrial channels of the market.
- Developed new business partners in support of the projects that are anchored on new businesses outside the mainstream company core brands
- Introduced a new approach on purchase and pricing of products to sustain price competitiveness in the tertiary and industrial channel

January 1, 2011- August 1, 2015

Senior Procurement Manager, Fats and Oils Division, NutriAsia Inc.

- Leads the strategic sourcing activities to support the oils business and logistics/transport requirement of the company
- Leads sourcing initiatives
- Manage the day-day sourcing activities
- Assist in the development and implementation of procurement plans and policies
- Manage vendor relationships

August 1, 2009 - January 1, 2011

Business Unit Manager, Fats and Oils, Southeast Asia Food Inc., 12/F Centerpoint Bldg. Garnet Road corner Julia Vargas Ave. Pasig City

- Delivery of Financial Targets
- Set-up and develop the Fats and oils business unit structure, systems and processes that would allow the Company to compete in a highly commoditized category.
- Linked back-end strategies and supply chain operations to marketing and sales strategies
- Governs and supports supply chain teams working with multi-functional leaders and teams, both in and outside of the business unit, that may include external suppliers or third party-providers,
- Works with other supply chain functional areas to continuously improve material flow plans, focusing on improving inventory record accuracy, waste reduction and increased throughput efficiency, increased velocity and increased inventory turns.

March 2008 - July 2009

Purchasing Manager- Strategic Group; Supplier Quality Development (SQD) Manager, Southeast Asia Food Inc.
11/F Centerpoint Bldg. Garnet Rd. cor Julia Vargas Ave. Pasig City

- Responsible in commodity trading negotiation and transactions
- Heads and Leads SQD to continuously assure supply of quality materials needed to produce products manufactured by the Company

September 2004 - February 2008

VP-Operations/ General Manager, Specialty Oils Inc./ Oleo Manufacturing Corp.
South Coast Industrial Estate, Bancal Carmona Cavite

- Manages all production operations of five (5) major plants Physical refinery of Palm based oils, Fractionation Plant, Hydrogenation Plant and Finishing Plant for downstream palm products.
- Includes allocating budget resources, formulating policies, coordinating business operations, monitoring and motivating staff, managing operational costs, ensuring good customer service, improving administration processes, engaging with vendors, hiring and training employees.
- Oversee all Supply Chain activities from procurement, production, warehouse and logistics ensuring each activity are accomplished as planned and significant deviations are executed well by efficiently and effectively using socio-technological resources of the company.

January 2001 - May 2004

Plant Manager, Oleo Manufacturing Corporation/Specialty Oils Inc.
South Coast Industrial Estate Bancal Carmona Cavite

- Managed the overall operation of the Palm physical refinery and fractionation plant
- Champion changes in basic structure and organization of the Plant to ensure effective fulfillment of objectives assigned and provide the flexibility to move swiftly in relation to current operational problems and opportunities.
- Championed the structure of value chain process from materials management to delivery to accounts.

May 1995 - Dec. 2000

Sales and Marketing Manager, Oleo Manufacturing Corporation
228 Cityland Condominium 8, Makati City Philippines

- Creates demand by way of business development with key industry players both local and multinational companies

EDUCATION:

NEXT LEVEL PURCHASING

Senior Professional in Supply Management
SPSM Program Certification
Moon Township, PA, USA

PHILIPPINE CHRISTIAN UNIVERSITY

Dasmarinas Cavite
Bachelor of Science in Agricultural Technology

CENTER FOR RESEARCH AND DEVELOPMENT (UNIVERSITY OF ASIA and the PACIFIC)

Pasig City
Advance Agribusiness/AgriStatistics Diploma Course

SKILLS:

- Plant Management Palm Based Oils
- Hub System, process innovation
- Supply Chain Management
- Sales for Fats and Oils to Industrial, Institutional and Consumer Markets
- Business Development of Fully Integrated Materials/Service Partners
- Technical Skills in relation to Fats and Oils Products
- Agricultural Commodity Trading
- Marketing of Agricultural, Fats/ Oils Products
- Interpersonal and Communication Skills
- Conceptual, Problem –Solving and Decision Making Skills
- People Management
- Purchasing
- Pollution Management for Manufacturing Plant

SEMINARS ATTENDED:

- Strategic Management
UA&P Pasig City
- AHA Learning Session, Global Purchasing
Pasig City
- Expanded Management Team Alignment
Tagaytay City, Philippines
- Internal Auditors Course
Pasig City, Philippines
- Incident and Injury Free Workshop
Sta. Rosa Laguna, Philippines
- AHA Learning Sessions- Effectiveness of Ads
Pasig City, Philippines
- Maxwell Leadership Workshop
Pasig City, Philippines
- Internal Audit Course
Pasig City, Philippines
- AHA learning Session- Business Crisis Management
Pasig City
- Palm and Lauric Oils Conference and Exhibition
Kuala Lumpur, Malaysia
- Palm Oil Trade Fair and Seminar
Manila Philippines
- National Palm Oil Congress
Puerto Princesa, Philippines
- Supply Chain Management and Procurement
Manager's Training
Pasig City, Philippines
- Performance Management Workshop
Pasig City, Philippines
- Basic Training Course for Pollution Control Officer
Quezon City, Philippines