

# William J. Hastings

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## EDUCATION

### **The University of Toledo College of Business and Innovation Toledo, OH**

*Bachelor of Business Administration in Supply Chain Operations Management*

May 2020

- GPA: 3.75

*Bachelor of Business Administration in International Business*

May 2020

- GPA: 3.80

## PROFESSIONAL EXPERIENCE

### **Earnest Machine Products - Rocky River, OH**

May 2020 - Present

#### ***Procurement Manager (May 2023 - Present)***

- Lead all team initiatives involving inbound flow of product to reduce total cost of ownership with reliable supplier partners
- Manage and sustain \$35-40MM of inventory by capturing opportunities to liquify unhealthy inventory
- Analyze all cost and price adjustments with CFO monthly to remain competitive following product trends in the market
- Assisted with a new company acquisition involving raw data adjustments, purchase order entry, documentation creation, and several

#### ***Sourcing Manager (April 2022-May 2023)***

- Led and organized responsibilities for team of 3 members focused on category replenishment
- Segmented and managed \$1MM monthly spend divided amongst team based on product group
- Traveled to Taiwan to grow closer relationships with suppliers by visiting their facilities and their team
- Led Information Technology projects for my department involved in new ERP system integration
- Captured, analyzed, and collaborated monthly COGS with Director of Supply Chain

#### ***Category Manager (May 2021-April 2022)***

- Created the first product category demand planning process based on total revenue and most annual turns
- Independently taught and constructed Microsoft Power BI dashboards as business tools for inventory pipeline visibility, product ledger history, and supplier spend analysis
- Effectively balanced time commitments between tactical purchase order management and strategic analysis during 50% business growth

#### ***Buyer Lead (May 2020-May 2021)***

- Strategically replenished all streams of inventory from international and domestic sources to maintain healthy flow of product
- Developed strong, global relationships with 30+ suppliers from countries including but not limited to Taiwan, South Korea, India, Germany
- Negotiated purchase costs with suppliers to position our team competitively with our customers
- Navigated first full-time business experience post college via remote in COVID environment

### **Owens Corning - Toledo, OH**

#### ***Global Sourcing Financial and Operations Team***

May 2019 – August 2019

- Established a new department workflow strategy to maximize time efficiency and communication across teams
- Implemented a new Microsoft Power BI dashboard to analyze \$MM of category spend and identify savings
- Demonstrated workload and project management by balancing several projects across a set time period
- Collaborated with plant buyers to understand and assist in MRO cost savings

## AWARDS

### **University of Toledo 2020 Pacemaker of the Year Award**

May 2020

*College of Business and Innovation*

- Annual Award given to one male and one female in each department of the UT College of Business and Innovation
- Given to students who have shown academic, professional, and extracurricular success throughout school career

### **Certification in Fastener Specialization (CFS)**

May 2022

*Industrial Fasteners Institute*