

DENIESHA BELL

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Achievements

- **CommScope Star Award:** Recognized for outstanding department dedication and team effort in Product Compliance.
- **Increased Profit Margin:** Achieved a 25% increase in annual profit margin over five consecutive years through strategic procurement and tariff mitigation.
- **Cost Savings:** Implemented ABC classification to streamline an 80,000 SKU product line, reducing costs by 10-15%.

Professional Work

COMMSCOPE, INC.

- **PROCUREMENT MANAGER** **2019 - PRESENT**
 - Reported to executive leadership on hyperscale and enterprise data center accounts, driving long-term strategies in collaboration with revenue-producing departments.
 - Fostered strong cross-functional relationships with Engineering, Operations, and Product Management to streamline processes and optimize vendor relationships.
 - Managed internal product initiatives, overseeing project tracking, scheduling, and KPI reporting across teams.
 - Led Vendor Managed Inventory (VMI) programs for major accounts ensuring efficient supply chain operations and meeting SLAs.
 - Directed a team managing a \$135M spend across North America and APAC, optimizing procurement and product management for key segments
- **PROCUREMENT & INTERIM CUSTOMER SERVICE MANAGER** **2023 – 2024**
 - Led an 8-member team and orchestrated departmental restructuring to improve service efficiency by 30%.
 - Enhanced team performance by 25% through training initiatives and process improvements, reducing customer complaints and streamlining operations.

P.W. STEPHENS ENVIRONMENTAL, INC

- **ACCOUNTING ANALYST** **2015 – 2019**
 - Conducted regular financial analysis and reporting to monitor project budgets and expenditures, providing insights that led to a 12% cost savings on project expenses.
 - Managed accounts payable and receivable for six branches, reducing overdue payments by 15% and improving cost savings on projects by 12%.
 - Liaised between HR/Payroll and clients to ensure compliance with labor regulations, achieving a 100% compliance rate.

QUAKE CITY CASUALS, INC.

- **SR. ACCOUNT EXECUTIVE** **2009 – 2015**
 - Acquired and managed key accounts, generating \$6M in new revenue through product line expansion.
 - Improved sales volume by 10% via targeted marketing and vendor negotiations, reducing supply costs by 10%.

- **SALES ASSOCIATE** **2007 - 2009**
 - Led negotiations, achieving 10% above-target margins and enhancing client relationships.
 - Ensured copyright compliance for major franchises like Coca-Cola and Toyota, reducing legal risks by 15%.
 - Oversaw end-to-end production, improving delivery efficiency and driving \$1.5M in new revenue through strategic initiatives.

- **DATA ENTRY CLERK** **2006 – 2007**
 - Managed data entry and production records with 95% accuracy, reducing discrepancies by 35%.
 - Conducted regular audits to ensure the integrity of sales and manufacturing data.

Education

Bachelor of Science: Information Technology | Arizona State University | Tempe, AZ

Associate of Art: Merchandise Marketing | Fashion Institute of Design and Merchandising | Los Angeles, CA

Core Competencies

- **Procurement & Vendor Management:** Global supply chain, contract negotiations, cost control.
- **Product Management:** Roadmap creation, KPI reporting, cross-functional team leadership.
- **Customer & Client Relations:** Strategic account management, customer retention, satisfaction.
- **Data & Analytics:** Forecasting, data analysis, compliance reporting.
- **Leadership & Training:** Team development, process optimization, cross-functional collaboration.

Skills & Abilities

- **Software & Tools:** SAP, Oracle NetSuite, Microsoft Office Suite, Photoshop, Illustrator, Jira, MySQL, Microsoft SQL, Sage BusinessWorks.
- **Inventory Management:** ABC analysis, FIFO, cycle counting, space utilization.
- **Data Management:** Stakeholder collaboration, data engineering leadership, KPI monitoring.
- **Certification:**
 - Sage Business Works 100/300 training (Encinitas, CA)
 - Coursera Data Analytics