

DeNiesha Bell

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Executive Summary

Dynamic procurement and supply chain manager with 10+ years of progressive leadership experience driving strategic sourcing, vendor management, and operational excellence. Proven track record of managing \$200M+ annual spend, delivering 25% profit margin improvements, and achieving 90%+ delivery compliance with Fortune 500 clients.

Core Competencies

- **Strategic Procurement Leadership:** Global sourcing strategy, supplier relationship management, contract negotiations, risk mitigation, spend analytics
- **Financial Performance:** Cost reduction initiatives, tariff management, budget oversight, profit margin enhancement, spend categorization

Professional Work

COMMSCOPE, INC. | FORTUNE 500 TELECOMMUNICATIONS INFRASTRUCTURE LEADER

- **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.
 - Implemented ABC classification methodology across 200,000 SKU product line, delivering 13% cost reduction and improved inventory management
- **PROCUREMENT & INTERIM CUSTOMER SERVICE MANAGER** **2023 – 2024**
 - Led an 8-member team and orchestrated departmental restructuring to improve service efficiency.
 - Enhanced team performance by 25% through training initiatives and process improvements, reducing customer complaints and streamlining operations.

P.W. STEPHENS ENVIRONMENTAL, INC | ENVIRONMENTAL SERVICES & CONSULTING

- **ACCOUNTING AND CONTRACTS MANAGER** **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.
 - Served as primary liaison between HR/Payroll and clients, ensuring 90% compliance rate with complex labor regulations and contract requirements
 - Analyzed vendor contracts and procurement spend patterns across multiple project sites, identifying cost optimization opportunities and negotiating favorable terms with suppliers that contributed to overall project cost reductions
 - Conducted regular audits on AR reports to identify gaps and inconsistencies, coordinating with other departments for resolution and maintaining data integrity

P.W. STEPHENS ENVIRONMENTAL, INC (PEOPLE TO PEOPLE – CONTRACT)

- **ACCOUNTING ANALYST** **2015**
 - Streamlined financial reporting processes and implemented cost control measures that enhanced project profitability by 7%
 - Reviewed accounts receivable aging reports to ensure compliance with company policies and identified high-risk accounts requiring immediate attention

- Monitored and maintained assigned customer accounts, processed account adjustments, and performed small balance write-offs per company guidelines
- Followed up on overdue accounts, collected outstanding payments, and allocated payments to appropriate customer accounts, reducing overdue balances by 15%

QUAKE CITY CASUALS, INC. | CUSTOM MANUFACTURING AND BRAND SOLUTIONS

- **SR. ACCOUNT EXECUTIVE** **2013 – 2015**
 - Acquired and managed key accounts, generating \$6M in new revenue through product line expansion.
 - Ensured copyright compliance for major franchise partnerships (Coca-Cola, Toyota, UPS, Mobil, Nissan, UCLA, Hyundai, Fox News), mitigating legal risks and protecting brand integrity
- **PROCUREMENT AND OPERATIONS SPECIALIST** **2009 - 2013**
 - Acquired and managed strategic accounts, generating \$6M in new revenue through innovative product line expansion and market development
 - Streamlined procurement and operations, resulting in a 10% enhancement of profit through reduced supply costs via optimized vendor agreements.
 - Led complex contract negotiations, achieving 15% above-target margins while strengthening long-term client relationships
- **SALES ASSOCIATE** **2007 - 2009**
 - Led negotiations, achieving 15% above-target margins and enhancing client relationships.
 - Ensured copyright compliance for major franchises like Coca-Cola and Toyota, reducing legal risks.
 - 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

Achievements

- **Industry Partnership Excellence:** Secured strategic partnership with major hyperscale AI company, achieving 90%+ delivery compliance within 10-day SLA
- **CommScope Star Award:** Recognized for outstanding leadership and team dedication in Product Compliance transformation
- **Financial Performance:** Delivered 25% profit margin increase over five consecutive years through strategic procurement initiatives
- **Team Leadership:** Led successful departmental restructuring, achieving 25% team performance improvement and zero turnover

Technical Proficiencies

- **Enterprise Systems:** SAP, Oracle NetSuite, Microsoft Office Suite (Advanced), Jira, MySQL, Microsoft SQL Server, Sage BusinessWorks
- **Procurement & Analytics:** Advanced Excel/Power BI, spend analytics, supplier performance dashboards, inventory optimization tools
- **Design & Visualization:** Adobe Photoshop, Illustrator, data visualization platforms
- **Inventory Management:** ABC analysis, FIFO methodology, cycle counting, space utilization optimization, demand forecasting