



Madalin VLADOI

- SENIOR PROCUREMENT SPECIALIST |
- CERTIFIED MYSQL DATABASE |
- Ariba & SAP SUPER USER |

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Bucuresti, România



[Madalin Vladoi](#)

Profile

Specialist with over 11 years of experience in procurement, operational analysis and complex process support with a focus on optimisation, budget control and stakeholder collaboration. Experienced in ERP (SAP, Ariba), Excel, Power BI and MySQL. Results-oriented and adaptable in transformation and change projects.

Professional experience

SLB

Senior Procurement Specialist, March 2021 - Present

Tasks

- Manage end-to-end procurement activities: evaluating purchase requisitions, creating RFQs, negotiating offers, analysing bids, placing and tracking orders for SLB plants in Africa and Europe.
- Created and maintained master data records (PIR, QIR, Source Lists) to ensure data accuracy and supplier alignment.
- Monitored and maintained Purchase Price Variance (PPV), ensured timely PO confirmations, and managed unconfirmed orders through proactive follow-ups.
- Process purchase requests in full compliance with SLB standards using SAP, Ariba, Power BI, and other digital tools.
- Provided documentation support for revisions, inspections, and deviation requests, collaborating closely with Engineering, Quality and Finance.
- Handled urgent purchase needs (spot buys) and special part number creation requests (BPN CR).

Skills

- SAP & SAP Ariba (Super User)
- Power BI, Excel, Macro Tools
- Lean Six Sigma methodologies
- Strategic sourcing and supplier negotiation
- Data analysis and business reporting
- Supplier relationship & master data management
- Strong cross-functional collaboration and training capabilities
- Budgeting, forecasting

Achievements

- Successfully contributed to multiple strategic procurement projects for key clients in Africa, delivering \$750K in negotiated savings through advanced sourcing and cost optimisation.
- Acted as Ariba Buying Guide Super User, leading system implementation and providing post-go-live training and support to three different procurement teams.
- Supported and updated contact data for over 500 African suppliers, improving data accuracy and operational efficiency.
- Initiated and implemented a comprehensive supplier database, categorising top vendors by product/service type, country of origin, and key contact details – significantly improving supplier selection and communication workflows.

Professional experience

ROMAERO SA

Procurement Analyst, November 2018 - March 2021

Tasks

- Planned and coordinated raw material supplies for the aeronautical sector, including US and EU imports.
- Managed contracts and orders end-to-end (price, quality, delivery, compliance).
- Conducted data analysis, budgeting, forecasting, and comprehensive supply reporting.
- Centralised and analysed order pipelines, ensured payment tracking for due invoices.
- Created and maintained supplier database to support procurement activities.

Skills

- Contract negotiation & supply chain management
- Project management & cross-functional coordination
- Budgeting, forecasting & reporting
- Strong knowledge of INCOTERMS2020 and customs procedures
- Supplier data & inventory management

Achievements

- Implemented an online tracking system for high-turnover and long lead-time products, eliminating manual stock records and improving operational transparency.
- Led procurement activities for the strategic Clean Sky II project with Airbus Germany, supporting the development of a new hydrogen-powered helicopter:
 - Analysed requirements, categorised items, sourced and negotiated with suppliers, managed orders, logistics, customs, and payment follow-up.
 - Actively participated in weekly meetings with Airbus stakeholders and led a dedicated procurement team of 5 members.

Professional experience

UMEB SA

Procurement Specialist, April 2017 - October 2018

Tasks

- Coordinated overall procurement activities and import logistics for key materials and components from Europe and Asia.
- Negotiated strategic contracts, managed supplier relationships, and oversaw warehouse operations.
- Monitored Kanban system and optimised acquisition strategies, including annual performance reporting to the board.

Skills

- Strategic sourcing & contract negotiation
- Supply chain & inventory management (Kanban)
- Procurement planning & cost optimisation
- ERP master data governance (Socrate)
- Logistics coordination & customs operations

Achievements

- Implemented Kanban system for stock monitoring and timely order placement, improving supply efficiency.
- Established minimum stock levels for high-frequency items, reducing delivery lead time to clients from 90 to 55 days.
- Streamlined ERP master data by eliminating duplicates, reducing item records from 80k to 55k lines.
- Successfully negotiated extended supplier average payment terms from 45 to 65 days, enhancing cash flow flexibility.

Professional experience

Professional experience

TOPANEL PRODUCTIONS PANELS SA

Procurement Manager, November 2015 - March 2017

Tasks

- Planned and coordinated raw material supply to ensure production continuity and optimal stock levels.
- Analyzed supplier offers, negotiated terms, and managed contracts (price, quality, delivery).
- Addressed quality issues post-production and ensured resolution with suppliers.
- Managed imports from EU and Asia, ensuring compliance with customs regulations.

Skills

- Strategic sourcing & supplier negotiation
- Production and supply chain planning
- Leadership & cross-functional team management
- Contract management & cost optimisation
- Import and customs operations expertise

Achievements

- Secured a 10% discount on a €10 million contract over 8 months, generating substantial cost savings.
- Added five strategic suppliers to the portfolio, rapidly integrated as preferred partners, resulting in additional cost reductions and supply flexibility.

DAMILA SRL

Regional Sales Manager, January 2013 - November 2015

Tasks

- Conducted market research and acquired new clients, while maintaining and developing key relationships.
- Analysed client needs, prepared tailored commercial offers and technical presentations.
- Led trade negotiations and customised solutions for diverse client profiles.
- Monitored invoicing and payment collections to ensure financial compliance.

Skills

- Sales strategy & market development
- Client relationship management
- Negotiation & communication skills
- Tailored solution selling

Achievements

- Expanded client portfolio significantly, successfully advancing small clients to medium and medium clients to large accounts.

DAMILA SRL

Warehouse Manager, June 2010 - January 2013

Tasks

- Managed overall warehouse operations, including stock rotation, goods reception, and dispatch documentation.
- Coordinated team activities and scheduled freight deliveries to clients.
- Oversaw inventory levels and sales of building and metallurgical materials, ensuring timely invoicing and payment tracking.

Skills

- Warehouse & stock management
- Team leadership & coordination
- Logistics & distribution planning
- Sales support & financial follow-up

Achievements

- Streamlined warehouse processes and improved delivery efficiency through effective team and stock management.

Professional experience

DAMILA SRL

Procurement manager, February 2008 - June 2010

Tasks

- Planned and coordinated material supply to optimize inventory levels and ensure timely deliveries.
- Analysed supplier offers, negotiated contracts, and ensured compliance with quality and delivery standards.
- Built strong supplier relationships, resolved operational issues efficiently, and conducted ongoing market research to improve stock turnover.

Skills

- Supply chain & inventory management
- Contract negotiation & strategic sourcing
- Logistics & stock optimisation
- Team leadership & supplier relationship management

Achievements

- Improved supply efficiency and optimised stock rotation through proactive market analysis and strategic supplier partnerships.

DAMILA SRL

Junior Key Account Manager, November 2005 - February 2008

Tasks

- Supported key accounts and nurtured client relationships through proactive communication and problem-solving.
- Assisted in account plan execution, provided technical and commercial support, and ensured high client satisfaction.
- Identified growth opportunities and promoted new products and services to existing clients.

Skills

- Customer support & relationship management
- Sales & negotiation skills
- Technical advisory & solution selling
- Strong communication and problem-solving abilities

Achievements

- Strengthened client loyalty and contributed to increased sales through targeted upselling and tailored support.

Education

MARKETING MASTER'S DEGREE

Constantin Brancoveanu University

Department of Marketing and Management in Economic Specialization

Marketing Services

ECONOMIC BACHELOR'S DEGREE

Constantin Brancoveanu University

Economics specialisation Economics Tourism and Services

Skills

- Strategic procurement & sourcing
- Budget and cost control
- Data analysis & reporting (Power BI, Excel)
- ERP systems expertise (SAP, SAP Ariba, Socrate, WinMentor)
- Supplier relationship management
- Process optimisation & continuous improvement (Lean Six Sigma)
- Contract negotiation & compliance
- Cross-functional collaboration and stakeholder communication
- Change management & project support
- Strong organisational and leadership abilities

Technical Skills

- ERP & Process Tools: SAP, SAP Ariba, Jira, Confluence
- Databases & BI: MySQL, Power BI
- Productivity Tools: MS Office Suite (Excel, PowerPoint, Outlook)
- Web & CMS: HTML5, WordPress
- Automation & Scripting: UiPath

Foreign languages

ENGLISH

Fluent

Hobbies & Interests

- Camping & outdoor sports (snowboarding, hiking)
- Traveling & exploring new cultures
- Cycling
- Tech innovations & digital tools