

Yan Jin

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Key Skills —

- Supply chain management
 - Forecast & Planning
 - Sourcing & Procurement
 - Inventory & Logistic
 - RMA management
 - VMI & Vending machine
- e-commerce:
 - Amazon, Walmart, Newegg, BestBuy, Shopify, eBay, the Bay
 - Buy box analysis & Promotion campaign
 - SEO & Listing
- Big Data management:
 - Collection & integration
 - Analysis & reporting
- product management
 - NPI
 - roadmap
 - product life cycle
- project management
 - Scope, Risk management
 - Cost, Schedule, Quality management
 - Matrix management
- Lean Manufacture & Six Sigma
- ISO9000/14000 & HSE system

Education —

- Master - Industrial Engineering
- Bachelor – Mgmt. Engineering
- PMP:48491
- MCDBA, MCSE:1395000
- PMAC (member ship):10042515
- CSCP (training): 2015-2016

Industries —

Manufacture: oil & gas, petrochemical, fabrication, electronics, boiler, mining
Construction: *Power plant, Water plant*
Distributor: bearing, MRO, PPE, hardware
Wholesale: *water treatment*
Online retail: Computer

Summary

- 25+ years of global supply chain experience gained in diverse industries including manufacture, construction, reverse engineering, distributor, wholesale, online retailer store
- Extensive experience in industry products purchasing including raw material, chemical material, electronics, computers, motors, automation, motion, pump, pressure vessel, castings, forgings, PPE, MRO parts, and hardware
- Savvy e-commerce account management skills in different platform including Amazon, Walmart, Shopify, Newegg, BestBuy, eBay, and the Bay
- Proven knowledge of inventory management, cost control, schedule control, quality control and project management, ISO 9000/14000 series, lean/six sigma and HSE system.
- Highly familiar with implementing ERP system including SAP, Oracle, QAD and Infor
- Project Management Industrial Engineering master's degree and Material Management Engineering bachelor's degree
- Strong communication, negotiation, and problem-solving abilities
- Strong analyze skill with buybox analysis, demand planning, inventory management, forecast and repricing. High familiar with different BI tools like Power BI, Tableau, BQool, Helium 10
- Well understanding database management, good at SQL, MySql and Access query
- Expert in Excel query, Vlookup, Pivot table, Macro and VBA.

Soft Skills

- Communication
- Leadership
- Creative
- Positive
- Teamwork
- Professionalism
- Analysis
- Attention to the detail
- Self-motivation
- Problem solving

Software

- MS office: Word, Excel, PowerPoint, Outlook, One note,
- MS Project, Visio, SharePoint, Teams
- PowerApps, Power Automate
- google analysis, google analytics console
- Product information system
- ERP: SAP, Oracle, Infor, QAD, Trend
- Database: SQL Server, MySQL, MS Access
- BI tools: Power BI, Tableau, Helium 10, BQool
- Vending machine: CribMaster
- Others: Salesforce, AutoCAD

Experience

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- Supply Chain Manager | [BTE Computer Inc/ OneDealOutlet](#), Markham, ON** 2020-
- Managed around 45K active SKUs in the platforms like Amazon (US, CA, SG&AU), BestBuy, Newegg (CA&US), Walmart (CA&US), eBay with more than 40M sales over 300 brands. Make the strategic road map and adjust it regarding the category market conditions.
 - Analyzed competitive market strategies through analysis of related product, market and share trends. Making forecast demand plan for all channels. Caught the sale opportunities to add to the wish list.
 - Developed new products from China to launch Amazon, Walmart, the Bay
 - Liaison with planning, purchasing, logistic, customer service and IT teams to improve KPI like account health rate, buy box winner rate, order fill rate, turnover rate, return rate etc.
 - Analyzed Amazon fulfill report and optimized FBA plan. Increased 20% sales for Amazon FBA US.
 - Led the planning, purchasing, logistic, marketing and IT to improve the repricing system both at tactical and strategic level. Improved the buy box winner rate and sales both in Amazon and BestBuy.
 - Optimized listings and made automation for new products listings.
- Quotation Specialist | [Canadian Bearings Ltd.](#), Mississauga, ON** 2017-2020
- Managed over 300 MRO vendors price database and prepared the big quotation to the customer like TTC, OPG, Canada Post etc.
 - Used Power Automate and PIM system to improve the efficient of data collection and cleansing over 146K SKU for 2000 categories. Enhanced the tie cross reference between different SKUs and select the best cost for the quotation.
 - Coordinated cross-functional teams with sales, purchasing, logistic, customer service, quotation, and IT to develop Power Apps for VMI customers
- Senior Buyer | [Lovsuns Tunneling Ltd.](#), Etobicoke, ON** 2014-2017
- Responsible to reduce operating costs, lead times, and inventory and increase the speed of delivery, product availability, and customer satisfaction.
 - Managed international supply chain and well supplied the projects for TBC (The Boring Company, US), Turkey, City of Edmonton & China Metro project.
 - Monitored the long lead time products like slew bearing (SKF, France), motor (Siemens, Germany) to make sure the delivery deadline.
- Senior Buyer | [WaterGroup/Culligan/Canature](#), Cambridge, ON** 2013-2014
- Managed the portfolio around 20 million per year with 7 sites in North American
- Buyer | [BCE Parts Ltd. / Diamond Canapower](#), Burlington, ON** 2008–2013
- Worked closely with engineers on new projects including metal / mechanical components, and spare parts for soot blowers from global suppliers such as China, Brazil, Germany, USA, and Canada.
 - Sourced and setup new vendors which cut the cost to 20%-80%.
 - Reduced assembly costs from Chinese vendors by conducting a breakdown and analysis of their price which resulted in more accurate/reliable material costs
- Purchasing Manager | [Diamond Power Machine \(Hubei\) Co. Inc \(DPMH\)](#), China** 2006 –2008
- Manage the portfolio around 200 million RMB per year with 40 team members including warehouse.
 - Decreased overall cost of materials and components ranging from 40-80%.
- Purchasing Manager | [Wuhan Kaidi Water Treatment Ltd.](#), China** 2004–2006
- Manage the portfolio around 500 million RMB purchasing per year.
 - Ensured the equipment and material supplied in time and stick to the budget over 100 projects.
 - Reduced **R&D** costs by 20% with strategic suppliers through negotiations in Hanxi 400K ton/day wastewater sewage project (BOT)
 - As the key member of SAP ERP system initialize, cooperated with finance Dept. to make ERP setup and online smoothly.
- Project Procurement Manager | [Wuhan Kaidi Electric Power Ltd.](#), China** 2002–2004
- Manage the portfolio around 300 million RMB
 - Negotiated contract pricing on Changshu 3X600 MW flue gas desulfurization project (EPC) project achieving increased purchasing efficiency, reduced costs and improved accuracy
- Purchasing Manager | [Wuhan Petrochemical Works, China \(WPW\)](#)** 1999-2002
- Strategy supply management, Total cost control
- Demand Planner | [Wuhan Petrochemical Works, China \(WPW\)](#)** 1993-1999
- Established Supply Management Information System for WPW.
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