

# Philipp Floesser

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## EDUCATION

### Auburn University

Bachelor of Science in Business Administration  
Major: Supply Chain Management  
Honors: Cum Laude

Auburn, AL  
May 2021  
Major GPA: 3.87

## RELEVANT COURSEWORK

- Enterprise Management of Big Data
- Predictive Modeling
- Computing in Python
- Business Analytics

## WORK EXPERIENCE

### Hawaiian Airlines

Associate Specialist, AOG Sourcing

July 2023 to Present

Honolulu, HI

- Applied proactive problem-solving skills to expedite critical orders with suppliers, guaranteeing on-time delivery and mitigating potential AOG & Work Stoppage scenarios.
- Demonstrated adeptness in evaluating and selecting suppliers based on a comprehensive analysis of price, quality, service, customer support, availability, and reliability in the management of purchase and exchange orders for Aircraft and Engine parts.
- Consolidated data from a variety of sources while overseeing parts shipment and submitting recommendations to management for stock level rebalancing.

### Parker Hannifin

Leadership Development Associate, Supply Chain

June 2021 to July 2023

Camarillo, CA / Kalamazoo, MI

- Performed cross-functional supply chain duties and lead business critical projects in both Demand Planning and Strategic Procurement roles throughout several rotations.
- Developed and implemented a site-wide sales forecast tool by utilizing historic data, exponential smoothing, and multivariate regression techniques.
- Prepared negotiation strategy for a supplier contract valued at \$25.9MM. Utilized competitive bidding and market research to achieve \$1.5MM in cost savings and successfully reported results to leadership for final approval.
- Executed a data-driven safety stock strategy and established a make vs buy decision tree to address customer shipment delay concerns, resulting in 100% on-time deliveries.

## RELATED SKILLS

- Microsoft Suite: Microsoft Excel Expert Certified
  - Skills include Vlookup, PivotTables, Macros, Solver, Stattools, @Risk
- Data Management: Tableau, Access, Hadoop, SAP & ERP Systems
- Technical: SQL, Python for Financial Analysis, Data Visualization with R
- Strong interpersonal skills with demonstrated ability to effectively communicate and collaborate with others.