

## KEVIN SPENCE

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### OBJECTIVE

I'm seeking either a procurement / estimating / data analyst role, a technical or engineering role, or a front-end developer position. I have two years of experience working with JavaScript and React.js, as well as past programming and data analysis experience as a mechanical engineering student. Additionally, I have two years of sourcing and estimating experience with an automation systems integrator.

### EDUCATION

**B.S Mechanical Engineering** - The Ohio State University - 12/2017

### SKILLS

**Proficient:** Procurement, Estimating, Defining Requirements, Technical Communication, Quantitative Analysis, Cost Avoidance, JavaScript, React.js, HTML5, CSS3, Git, Excel, SolidWorks, Notion

### WORK EXPERIENCE

**Strategic Sourcing Engineer @ Honeywell Intelligated** - Mason, OH (01/2018—01/2020)

- Helped secure major warehouse automation contracts by implementing sourcing strategies and driving “pre-sale” cost avoidance on a wide variety of buyout systems and equipment. Was 1 of 4 strategic sourcing engineers negotiating/estimating buyout costs for project proposals and was held personal responsibility for accurately estimating buyout costs for every project I was assigned.
- Worked with concepting engineers and project managers to understand proposed automation systems and develop the technical specifications required to secure accurate and comparable quotations for every purchased item. Worked with equipment category managers to facilitate a fair and competitive bidding process for approved vendors and helped seek out and approve new vendors when necessary.
- Developed strong working relationships with suppliers and supported them throughout the bidding process and early project execution phase. Preliminarily selected suppliers after confirming viability of equipment quoted and considering a multitude of factors.
- Practiced continuous improvement principles and developed a spreadsheet to help manage estimating multiple complex projects at once. Used quantitative analysis skills to produce quick estimates based on historical pricing data when prompted. Completed Red Bear Negotiating Levels 1 and 2. Gained some experience using Salesforce.

#### **Awards and Special Praise**

- From my 2018 performance development summary... *"Kevin has performed outstanding in his first year with the company. He has been a quick learner and has been able to negotiate considerable savings from vendors to help us win multiple projects. Kevin has taken on some of the most complicated projects we have bid on this year. He is always excited to learn something new. Kevin has a passion for winning with almost \$1.25M in cost avoidance on the projects he has worked on. Of particular note is the \$95K savings negotiated to secure the win of the 640K Amazon Sites."* In addition, I received a “Bronze Award” from the director of strategic sourcing for reporting \$504,000 in pipeline savings for the 2019 fiscal year. *"Kevin certainly gets things done and always delivers."*

**Self-Employment / Career Break** – Columbus, OH

- Independent asset management/trading + Music production - (03/2020—06/2021)
- Self-taught Front-End Development [KEVINSPENCE95.GITHUB.IO](https://github.com/KEVINSPENCE95) - (06/2021—Present)