



✉ clara.lebourhis@kedgebs.com

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### Languages

#### French



#### English



#### Spanish



### Professional skills

Microsoft Pack Office

Power BI

Data Analysis tool -  
Qlikview, BO

SAP - MM Module

Negotiation (ANS Scotwork  
training)

Dynamic Presentation  
(BodyTalk training)

Sustainability procurement

Value optimization process

Business Analysis -  
Spend/Capacity/Impact on  
Revenue

## Clara LE BOURHIS

### Procurement Manager

Results-driven Procurement Professional with a strong track record in strategic sourcing, supplier management, and cost optimization across various global markets.

### Education

#### MSc MAI - Management of International Purchasing and Innovation

KEDGE Business School, France Sept. 2021 - Dec. 2022

#### BA - Business & Management

Corvinus University of Budapest, Hungary Jan. 2019 - Jun. 2021

#### EBP International - European Business Program

KEDGE Business School, France Sept. 2017 - Dec. 2022

### Work experience

#### Global Procurement Category Specialist

Solina, Paris, France Since Mar. 2024

- Global category management: Colorings and Flavoring, €35M portfolio
- Strategic Sourcing & Cost Optimization: Design **categories procurement** strategy, lead harmonization projects building **cost savings** pipelines and identifying **value optimization**
- Negotiate contracts with **20+ suppliers** fostering long time partnerships
- Sustainability: Integrate suppliers into the company's **corporate sustainability goals** and implement action plans for them to support our objectives
- Conduct **in-depth market analyses**, deliver insights to local buyers, and lead training initiatives to enhance team expertise and procurement effectiveness

#### Buyer & Franchise Logistics Lead

Lagardère Travel Retail, Paris, France Feb. 2023 - Mar. 2024

- Category Management: Primary & Secondary Packaging and Hot Beverages, €20M
- Lead **logistics and procurement** for **Marks & Spencer's French franchise**, optimizing sourcing and distribution processes.
- Design and implement **eco-friendly sourcing strategies** to support corporate **sustainability and CSR objectives**.
- Conduct **RFQs/RFPs** to identify, assess, and onboard **new suppliers**, enhancing supply chain resilience and mitigating risks
- **Negotiate** with suppliers on costs, timing and services
- Develop **category management strategies** with **marketing teams**, aligning procurement with brand positioning and consumer demand
- **Supervise and mentor trainees**, fostering skill development and enhancing procurement team capabilities.

#### Category Lead Assistant - Global Procurement Intern

The Estée Lauder Companies, Zürich, ZH, Switzerland Aug. 2022 - Feb. 2023

- Scope: Packaging - Glass and Dispensing Systems
- Increase **capacity** and generate **cost savings** by implementing dual sourcing strategy
- Lead RFI / RFP / RFQ process and perform analysis
- Spearhead **regionalization projects across APAC and EU**, evaluating **supplier quality, technical capabilities, and market dynamics** to optimize sourcing strategies
- Sustainability: Implement **alternative resins and PCR glass**, conducting feasibility assessments and building an **execution roadmap** to support corporate **sustainability objectives**.
- **Value Creation & Business Growth**: Identify **cost-saving opportunities** and **value-driven initiatives**, developing pipelines that enhance procurement efficiency and **brand profitability**.

#### Purchasing Assistant

Système U, Nantes, France May 2021 - Jun. 2021

- **Tender Management**: Lead **tender processes**, securing optimal pricing, terms, and supplier commitments to drive cost efficiency
- **Supplier Relationship & Strategic Partnerships**: Foster **long-term supplier partnerships**, ensuring reliability, innovation, and continuous value creation
- **Issue Resolution & Risk Mitigation**: Proactively **solve procurement challenges**, addressing supply chain disruptions, quality concerns, and cost variances to maintain seamless operations

### Interests

#### Basketball

Team captain, player and coach

#### Travelling

20+ countries