

CURRICULUM VITAE

Dragan Djurich

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OBJECTIVE

Possessing experience in supply and sales within large corporate companies supported by a strong knowledge of several industries including telecommunications, and commercial expertise along with strong business ethics, I am open to opportunities where my skills, knowledge and experience will be utilised and where there are opportunities for advancement.

PERSONAL PROFILE

- A highly motivated, reliable, creative, positive person, that thrives on a challenge.
 - Dedicated professional with diverse experience in a variety of areas including procurement, operations and sales.
 - Successful in dealing with people, products, processes and services that require leadership, and strengths in decision making, problem solving, and analytical abilities.
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KEY SKILLS

Procurement

- Possessing a strong knowledge of procurement methods and procedures of a large scale centralised purchasing function including buying, and quality assurance.

Operations Management

- Demonstrated a strong ability to manage small and medium sized businesses and to manage a division of a larger organisation, with transferable skills in:
 - Strategic planning and goal setting.
 - Analysis and development of systems and procedures for greater efficiency and profitability.
 - Setting, managing and achieving budget and sales expectations.
 - Business negotiation – e.g. supplier agreements, purchasing, leasing, finance and sales.

Sales

- Development of new and existing business through comprehensive knowledge of market trends, customer demand and competition.
- Proven successes in significantly increasing sales of a business – consistently exceeding targets.

Relationship Management

- Extensive experience in initiating, developing and nurturing strong business relationships with a range of stakeholders including suppliers, customers, management and technical staff.
- Developed excellence in customer service delivery and exceeding customer expectations through comprehensive experience.

Problem Solving/Decision Making

- Expertise in analysing a situation and researching alternatives to reach the best outcome.
- Confident with making incremental changes to create better systems.

Negotiation

- Strengths in hands-on negotiating and also in facilitating negotiation processes.
- Ability to remain focused on the task at hand and to display a sense of neutrality.

Communication

- Extensive experience and expertise in communication – able to relate effectively with people of a diverse range of backgrounds, ethnicities, ages and levels.
 - Situational approach to communication in that I tailor my style to suit the situation and/or the person – on a case by case basis.
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EMPLOYMENT HISTORY**July 2008 – Present****Purchasing Manager**

Supalite Ltd

Auckland

Responsibilities

- Ensuring Supalite Ltd has the ability to purchase the appropriate range of goods and services from a minimal practicable number of suppliers at the lowest cost and best terms available.
- Developing and implementing optimal supply and distribution processes for Supalites's materials requirements, storage and distribution methods and stock accounting processes for inventory management.
- Maintaining knowledge of the company's future internal manufacturing/operational development and purchasing requirements.
- Meeting regularly with other functions to agree on the strategic purchasing direction and to gain agreement regarding negotiated preferred supplier agreements.
- Reviewing all purchases of plant and equipment against necessary health and safety requirements

2001 – 2008**National Supply Chain Manager**

Cabletalk Group Ltd

Auckland

Responsibilities

- Planning and managing all activities involved in sourcing, procurement, conversion, and logistic management activities.
- Coordinating and collaborating with channel partners, eg. Suppliers, intermediaries, third-party service providers, and customers.
- Creating communication channels for critical information and operational improvements with suppliers and customers in support of strategic partnerships.
- Researching and evaluating commodity areas and making recommendations for standardisation and additions to the products list.
- Managing a fleet of approximately 300 vehicles nationwide, sourcing of quotes, and the negotiation of price/discounts and terms and conditions through successful liaising with both vehicle manufacturers and leasing companies.

Achievements

- Obtained significant cost reductions in materials supplied to Cabletalk/Astute as well as company global interests – successfully achieved significant savings in material prices up to \$1,000,000.00 per annum.
- Successfully implemented a “just in time” ordering system which saved money, and reduced stock by more than 35% improving efficiency and reducing down time.
- Working closely with suppliers in negotiating project pricing for key strategic projects while keeping the operating cost for the company as low as possible without compromising quality.

2000 - 2001**Logistics Manager**

CANAM Construction

Auckland

Contracted to CANAM Construction in the upgrading of approximately 300 Telecom Cell phone sites countrywide to the new (at that time) CDMA operating platform

Responsibilities

- Procurement of all structural restraints, site inspections and National stock takes of contractors' inventories.
- Coordination of Lucent Technology equipment to site via 3rd party warehousing and distribution.

1995**Consultant Engineer**

Ivano Ltd

Skopje, Macedonia

Co-founded the company to design, sell and support Targetti products including interior lighting and accessory equipment. Providing clients with custom, lighting and electrical installation design.

Achievements

- Projects successfully completed include public building lighting and several industrial sites.
- Dramatically increased sales through the introduction of western marketing methods.

1991 – 1995**Branch Manager & Principle Consultant**

STT Strojgradnja Ltd

Trbovlje, Slovenia

- Commission and maintenance of specific heavy equipment for the regional industry
- Providing engineering consulting to clients.

Achievements

- Acquired advanced sales and technical support skills.
- Successfully managing the local office of this major industrial concern and representing the principle company in the region.

1986 – 1991**Engineering Project Manager**

STT Ltd.

Trbovlje, Slovenia

- Project planning and supervisory duties for the sales and installation of mining equipment in the area.
- Providing follow up support and spare parts supply to customers.

Achievements

- Generated substantial increases in sales through many satisfied clients.
- The acquisition of numerous projects by maintaining a constant open attitude to new opportunities.

1984 - 1986**Design Engineer**

EMO Ltd.

Skopje, Macedonia

- Completed the Project for the Lighting and electrical installation in different parts of the Power Station at Bitola.

Achievements

- Received a solid introduction to international engineering standards and practices.
 - Developed an understanding of the importance of teamwork and quality systems.
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EDUCATION

1999

Diploma in Illumination Engineering – I & II

Auckland University of Technology
Auckland

1983

B.Sc Electrical Engineering

Faculty of Electrical Engineering
University of St Cyril & Methodius
Skopje, Macedonia

PERSONAL DATA

Residency Status

- New Zealand Citizen

Driver's Licence

- Full

Leisure Interests

- Fishing
 - Basketball
 - Cricket
 - Travel
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REFEREES

Adam Johnston

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All letters of recommendation are available upon request.

Dragan Djurich