

王之

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最高学历：硕士



自我评价

行业经验：6 年世界 500 强供应链采购经验，包括手机、笔记本电脑、汽车、机器人、医疗影像等赛道，管理采购额达 500 亿元/年。

专业能力：精通高值 SOC/CPU/内存的策略备货、VMI 库存设计、呆滞管理、用料选型、B2B 数字化采购等领域。

个人优势：技术学历背景兼具供应链和销售视角，极强的组织协调与沟通能力，深度了解电子行业，并有一定的行业人脉。

综合能力：有带团队经验，可良好的推动跨部门协同决策。

专业技能：有供应链系统升级经验，主数据治理经验，英语良好。

工作经历

2021.04 – 至今

小米集团

采购经理

小米集团是一家以智能手机、智能硬件和 IoT 平台为核心的消费电子及智能制造公司。入职 1 年由采购专员晋升为经理，入职 2 年升职为采购团队经理。

工作职责：

- 1、统筹负责手机、笔电、汽车电子、机器人等 4 条业务线的电子器件采购。
- 2、制定主芯片、内存等高值核心器件的备料策略与风险预案，设计采购规则。
- 3、主导重大新供应商商务谈判、合同条款设计，并推进内部跨部门资源协调。
- 4、参与供应链系统升级建设，主导采购业务模块系统逻辑设计。

工作成绩：

- 1、完成主芯片年采购规模 500 亿元+、被动器件 15 亿元+。期间带领 5 人团队负责手机 SOC，笔电 CPU，汽车智能驾驶芯片的策略采购工作，同时管理高通、MTK、INTEL、NVIDIA、紫光展锐等战略供应商。
- 2、调整采购策略使 SOC 库存金额从 120 亿/月降到 65 亿/月。接手 SOC 初期死板备货导致缺货/呆滞。牵头销售、计划、财务会议，采用“三看一定”法：用 5 年友商芯片+机型销量大数据建模，提前 1 年预判 SOC 走势，精准锁定备货-议价窗口，在 100%完成交付的基础上库存周转提升 43%。
- 3、引入新头部供应商。接手 SOC 引入了 2 个重要供应商小米玄戒和紫光展锐。并成功谈判紫光展锐为小米备 1 个月货并写入合同条款。1 个月库存价值目前 1 亿元+，未来可释放 10 亿元资金/月。大幅降低了小米资金负担。在 SOC 行业内首开先例。
- 4、呆滞库存降幅达 74%。采用数字化升级、折价提回、选型消耗等方法降呆滞库存。
 - 1) 芯片业务：并从 0 到 1 推动搭建 B2B 系统，该系统可以和供应商实时业务联动。通过数字化升级实现策略追踪和降低呆滞金额，呆滞金额从 4.5 亿降低到 1.2 亿。同时还大幅提升工作效率，团队每天工作量可降低 2 小时/人。

- 2) 被动器件业务：接手半年通过折价提回，转售，选型消耗等多种办法，使阻容感的呆滞库存从 1.3 亿降低为 400 万。
- 5、推进廉洁建设。主动积极推进组内同学、供应商对接人的廉洁宣讲。组内同学全员签署阳光采购协议；同时完成全供应商的拜访并宣导小米廉洁采购要求。团队廉洁评价一直优秀。

2020.11 – 2021.04

富昌电子(Future Electronics)

销售工程师

Future Electronics 是世界第三大电子元器件分销商，为世界近 200 家著名的电子元器件制造厂代销半导体及无源器件等电子产品。

工作职责：

- 1、代理 ST/NXP/Infineon/Microchip 等品牌，面向中小客户提供器件解决方案。
- 2、负责新客户开发、需求挖掘、成本谈判及交期保障。

工作成绩：

- 1、负责约 20 家中小客户，年销售额 1800 万人民币。
- 2、针对 Diodes 缺货为客户推荐 MCC 替代方案。协调客户供应链，研发，品质推动该项目落地。实现业务增长 200 万。

2018.10 – 2020.11

京东方传感

资源开发工程师

京东方传感隶属京东方科技集团，公司聚焦光电传感与微纳创新技术，产品布局医疗影像和工业检测领域。

工作职责：

- 1、负责医疗、指纹、视窗、天线 4 条业务线泛电子类物料的寻源采购，重点支持研发预研项目。
- 2、管理主/被动元器件、PCB/FPC、CG 盖板、连接器、指纹模组、算法、SMT 代工、Coating、镀膜及光学器件等 12 大类物料的选型与供应链建设。
- 3、深度参与研发项目前期物料选型、打样验证、供应商开发及量产导入。

工作成绩：

- 1、期间供应链团队从 3 人发展至 10 人，采取老带新方式帮助新同事开展业务，并支撑 4 条新业务线研发落地。
- 2、首年个人完成 200+基础物料的寻源工作，支撑采购规模 1.2 亿元，顺利保证 12 个预研新项目如期开案。
- 3、独自洽谈并引入军工级光纤面板供应商，联合攻关指纹模组透光率技术和开发光纤面板新材料，攻克关键技术壁垒，识别精度提升 30%。

教育背景

2016.09 - 2018.04	南方卫理公会大学 SMU - 全美排名 64	电子工程	硕士
2012.09 – 2016.06	电子科技大学 - 985	微电子技术	本科

个人荣誉

担任小米青蓝导师负责新人培养，累计培养应届生 10 人次。在智能供应链方面是 EDI 业务讲师。

Wang Zhi

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Degree: Master

Self-evaluation

Industry Experience: 6 years of supply chain procurement experience at Fortune 500 companies, covering sectors such as mobile phones, laptops, automotive, robotics, medical imaging, etc., with an annual managed procurement volume reaching 50 billion yuan.

Professional Competence: Expert in high-value SOC/CPU/memory strategy inventory management, VMI inventory design, obsolete inventory management, material selection, B2B digital procurement, etc.

Personal Strengths: Technical background bridging supply chain and sales perspective. Strong organization and coordination and communication skills, and in-depth understanding of the electronics industry, and a certain industry contacts.

Comprehensive ability: Have team leading experience, and ability to promote cross-departmental collaborative decision making.

Professional skills: Have experience in supply chain system upgrade and master data governance, with a good English.

Work Experience

2021. 04 - Present

Xiaomi Corporation

Procurement Manager

Xiaomi Corporation is a consumer electronics and intelligent manufacturing company with smart phones, smart hardware and IoT platform as the core. Promoted from Procurement Specialist to Manager within 1 year; advanced to Procurement Team Manager by year 2.

Work Responsibilities:

1. Overall responsible for the procurement of electronic components for four business lines including mobile phones, laptops, automotive electronics, and robotics.
2. Develop material preparation strategies and risk mitigation plans for high-value core components including main chips, memory, etc., while establishing procurement rules.
3. Lead major supplier negotiations, design contract terms, and coordinate cross-departmental resources.
4. Participate in the upgrade and construction of the supply chain system, and lead the logical design of the procurement business module system.

Work Achievements:

1. Complete annual procurement targets of RMB 50 billion for main chips and RMB 1.5 billion for passive components. And lead a five-member team to manage strategic procurement for mobile SOC, laptop CPU, and automotive intelligent driving chips, while overseeing key suppliers including Qualcomm, MTK, INTEL, NVIDIA, UNISOC, etc.

2. Reduce SOC inventory from 12 billion yuan/month to 6.5 billion yuan/month by optimizing procurement strategies. During the initial phase of managing SOC, rigid inventory planning leads to stockouts and excess inventory. Spearhead cross-functional collaboration (Sales, Planning, Finance) to implement the "Three Observations, One Determination" methodology: build a model with 5 years of big data of chip and model sales of competitors, predict SOC trend one year in advance, accurately lock the window of stock preparation and negotiation, and improve inventory turnover by 43% on the basis of 100% delivery.
3. Introduce new key suppliers. Successfully introduce two strategic SOC suppliers—Xiaomi Xuanjie and UNISOC. And successfully negotiate with UNISOC to prepare one month's goods for Xiaomi and write it into the contract terms. The inventory value of one month is currently over 100 million yuan, and 1 billion yuan of capital can be released per month in the future. This has greatly reduced the financial burden of Xiaomi. It is a first precedent in SOC.
4. Drive the decline of obsolete inventory reduction reaching 74% via digital upgrading, discount withdrawal, consumption plans, etc.
 - 1) Chip Business: Build a B2B system from scratch enabling real-time supplier collaboration. And realize strategy tracking and reduce the amount of stagnant funds from 450 million to 120 million via digital transformation. Concurrently boost operational efficiency, reclaiming 2 hours daily per team member.
 - 2) Passive component business: Reduce obsolete passive component inventory (resistors, capacitors, inductors) from 130 million to 4 million within half a year through discounted supplier buybacks, remarketing channels, and consumption plans.
5. Promote the construction of integrity. Actively promote the integrity publicity of students and supplier contacts in the group. All students in the group sign the Sunshine Procurement Agreement; at the same time, complete visits to all suppliers and promote Xiaomi's integrity procurement requirements. The team's integrity evaluation has always been excellent.

2020. 11 - 2021. 04

Future Electronics

Sales Engineer

Future Electronics is the third largest distributor of electronic components in the world, distributing semiconductors and passive components for nearly 200 famous electronic component manufacturers around the world.

Work Responsibilities:

1. Act as agent for ST/NXP/Infineon/Microchip and other brands, providing device solutions for small and medium-sized customers.
2. Responsible for new customer development, demand mining, cost negotiation and delivery guarantee.

Work achievements:

1. Responsible for about 20 small and medium-sized customers, with annual sales of 18 million RMB.
2. Recommend MCC alternative solutions for customers who are short of Diodes and coordinate customers' supply chain, R&D and quality to promote the implementation of this project and finally achieve business growth of 2 million yuan.

2018. 10 - 2020. 11

BOE Sensor

Resource Development Engineer

BOE Sensor is a subsidiary of BOE Technology Group. The company focuses on photoelectric sensing and micro-nano innovative technologies, and its products are distributed in the fields of medical imaging and industrial detection.

Work Responsibilities:

1. Responsible for sourcing and procurement of pan-electronic materials across four business lines: medical, fingerprint, Windows, and antenna technologies, with a focus on supporting R&D pre-development projects.
2. Manage the selection and supply chain development of 12 major categories of materials such as active/passive components, PCB/FPC, CG cover plates, connectors, fingerprint modules, algorithms, SMT contract manufacturing, Coating, plating, optical components, etc.
3. Deeply participate in material selection, sample verification, supplier development and mass production of R&D projects.

Work Achievements:

1. Expand supply chain team from 3 to 10 members and adopt the way of old leading new to help new colleagues carry out business, facilitating R&D launches for 4 new product lines.
2. Independently source 200+ base materials, support the procurement scale of 120 million yuan, and enable on-time kick-offs for 12 pre-research projects within first year.
3. Independently negotiate with and introduce a military-grade optical fiber panel supplier, jointly tackle the light transmittance technology of fingerprint module and develop new materials for optical fiber panels, overcome key technical barriers, and improve the identification accuracy by 30%.

Education

2016. 09 - 2018. 04	Southern Methodist University (SMU)	Master of Electronic Engineering
2012. 09 - 2016. 06	University of Electronic Science and Technology of China	Bachelor of Microelectronics Technology

Personal Honors

Serve as Xiaomi Qinglan Mentor to train new employees and cultivate 10+ fresh graduates in total, and an EDI business lecturer in intelligent supply chain.