

**Verlinda Henry** ✉ verhen@comcast.net | ☎ 970-215-3376

## **Objective**

To contribute to the success of your company by leveraging 28 years of professional purchasing management experience and a strong track record of cost savings and operational efficiency.

## **Professional Experience**

### **Sales Supervisor/Demonstrator** *Costco – Timnath, CO | 2023 – Present*

- Hired, supervised, and trained demonstration/sales staff
- Promoted products through live in-store demonstrations
- Prepared and served samples in compliance with food safety standards
- Boosted product sales through customer engagement and education
- Maintained strict sanitation and prep procedures
- Ranked in the **Top 20 nationally for sales in 2024**

### **Purchasing Manager** *Heska Corporation – Loveland, CO | May 1996 – March 2017*

#### ***(Early retirement due to company acquisition and position elimination)***

- Oversaw sourcing and procurement for capital equipment, software, and lab materials
- Negotiated supplier contracts, achieving ~30% cost savings on \$1.2M in annual spend
- Established corporate purchasing policies and ensured SOX compliance

### **Purchasing Consultant** *Anheuser-Busch – Fort Collins, CO | Sep 1995 – May 1996*

- Analyzed RFQs and facilitated standing order contracts for brewery operations

### **Purchasing Agent** *Dogloo Inc. – Corona, CA | Mar 1994 – Mar 1995*

- Managed vendor sourcing and price negotiation for injection-molded products and packaging

**Buyer** *Baxter Cardiovascular Group – Irvine, CA | Apr 1991 – Mar 1994*

- Directed sourcing and supplier qualification for components in cardiovascular devices
- Managed procurement for packaging and production tooling

**Purchasing Manager** *Synbiotics Corporation – San Diego, CA | May 1989 – Apr 1991*

- Procured R&D lab equipment, chemicals, and specialized biological materials

**Strengths**

- Proven success in cost reduction and supplier negotiations
- Reliable and self-directed with a high level of initiative
- Ethical, diligent, and collaborative team contributor
- Exceptional customer service orientation

**Education**

**Purchasing Management Certificate** UC Coastline – Costa Mesa, CA | Graduated 1993