

DENIS DUELLO

SENIOR PRODUCE PROCUREMENT

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Accomplished corporate procurement professional offering **18+** years of experience leading key growth initiatives within the produce and grocery sector. Known as an expert in delivering innovative, reliable, cost-saving solutions and purchasing strategies that streamline business processes while meeting financial objectives. Competitive, accountable, and knowledgeable with a proven progressive career reflecting strong leadership experience that builds and leads highly motivated teams. Consistently recognized for strong work ethic, advanced negotiation and problem solving skills and a high level of delivering results.

CORE COMPETENCIES

- Produce Operations
- Indirect Purchasing
- Strategic Direction
- Change Management
- Outsourcing
- Process Improvement
- Strategic Sourcing
- Category Management

PROFESSIONAL EXPERIENCE

Sun Basket

March 2018 – Present

WEST COAST PRODUCE BUYER

San Jose, CA

- Manage fresh produce purchasing for meal kit program, shipping **200K+** meals weekly and achieving **\$4M** in weekly revenue.
- Build and maintain relationships with **30** vendors responsible for supplying 100% organic produce for 3 regions.
- Train and mentor junior buyers on topics including product knowledge, logistics, PACA rules, and forecasting.
- Monitor **70+** weekly SKUs, improving bottom line by reducing shrink from 8% to **4%**.

Shaw's/Albertson's

April 2016 – March 2018

PRODUCE PROCUREMENT MANAGER

Boston, MA

- Led team of **6** produce buyers responsible for purchasing major fresh category.
- Managed **\$6M** in weekly purchasing, implementing strategies to increase sales by **8%+** year over year.
- Maintained target service level goal of **98%** and weekly turns of inventory.
- Facilitated meetings with local and global vendors spanning **2** countries, reducing cost of goods by **25%**.

Pierone Produce

April 2015 – April 2016

PRODUCE BUYER

Spokane, WA

- Managed all deals and vendors for dry line and supplies including largest deal in pistachio category worth **\$1M** annually.
- Collaborated with transportation team of **3+** to ensure timely delivery at best possible cost.

Sysco

July 2012 – April 2015

PRODUCE BUYER/SPECIALIST

Norman, OK

- Developed and implemented strategies to meet **99%** service level goal while reducing shrink to **2%**. Earned **2014 Buyer of the Year Award**.
- Provided training to sales team of **50+**, building trust to increase produce category sales by **30%+**.

CMS Displays, Inc.

August 2011 – July 2012

VP OF SALES - CENTRAL US

Remote

- Managed accounts and sales for retail store fixture designer and manufacturer.

IDEAS@Retail, LLC

July 2009 – February 2011

EVP SALES & PARTNERS

Southlake, TX

- Led all aspects of sales and logistics for retail merchandising solutions, achieving **\$1M** in business within first year of operation.

MARCO Company

January 2007 – July 2009

VP OF SALES - MIDWEST REGION

Fort Worth, TX

- Created merchandising solutions for retail customers, successfully earning largest single order in company history with Kohl's worth **\$1.1M**.

W. Newell & Co (SuperValu)

March 2006 – March 2007

PRODUCE BUYER

Champaign, IL

- Monitored **5+** weekly truckload deliveries to largest customer Target.
- Mentored team of **6** junior buyers, providing support to solve problems and streamline processes.

Associated Wholesale Grocers

March 2001 – March 2006

PRODUCE BUYER & RETAIL SPECIALIST

Kansas City, KS

- Managed inventory for up to **5** commodity groups and **120** SKUs, controlling shrink while increasing profits.
- Created weekly ads to increase sales, resulting in **8%+** weekly increase.

TECHNICAL SKILLS

- Microsoft Excel
- Microsoft Word
- Outlook
- DPR
- Navision
- SAP