

Purchasing Assignment

Hunter Redding

Executive Summary

Effective Practices

- ✓ Transparency in Communication
- ✓ Non-virtual Meetings
- ✓ Personal Connections
- ✓ Gathering Data

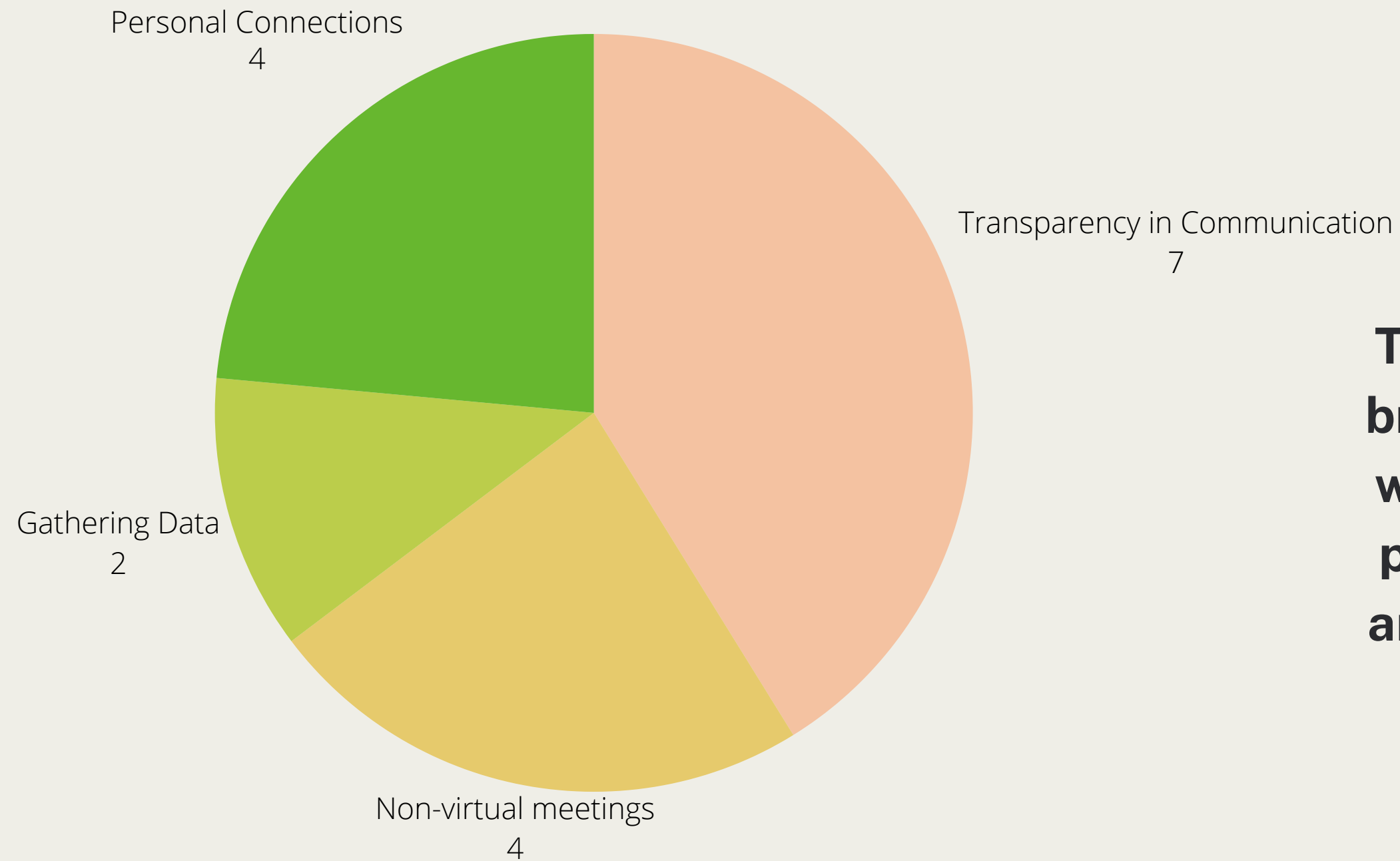
Ineffective Practices

- ✓ Dishonesty
- ✓ Lack of Communication
- ✓ Negative Customer Service
- ✓ Overly Aggressive
- ✓ Not enough Drive

Advice

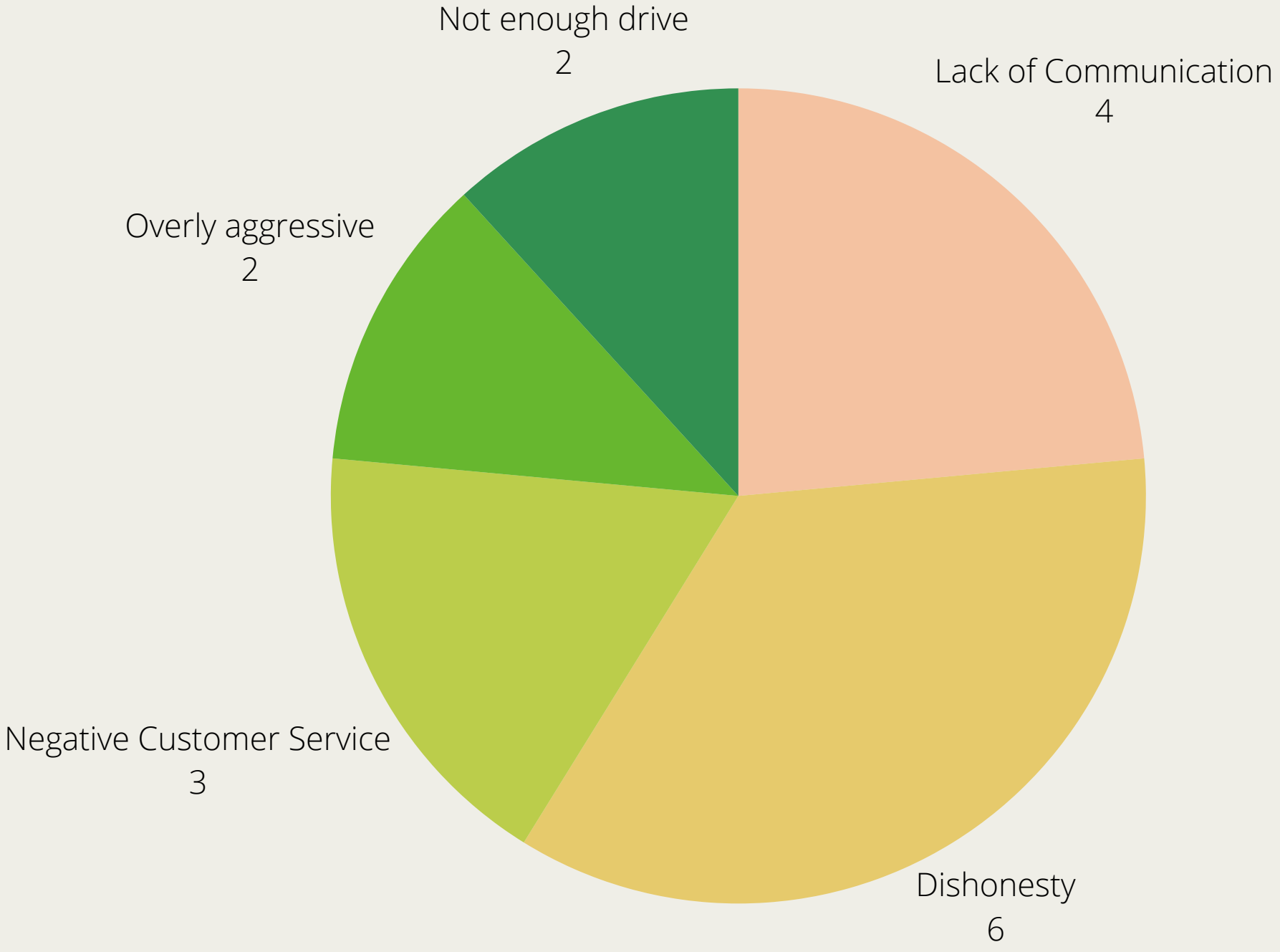
- ✓ Relationship Selling
- ✓ Ask Questions
- ✓ Speak up
- ✓ Over Prepare
- ✓ Pipeline Reports

Effective Sales Practices



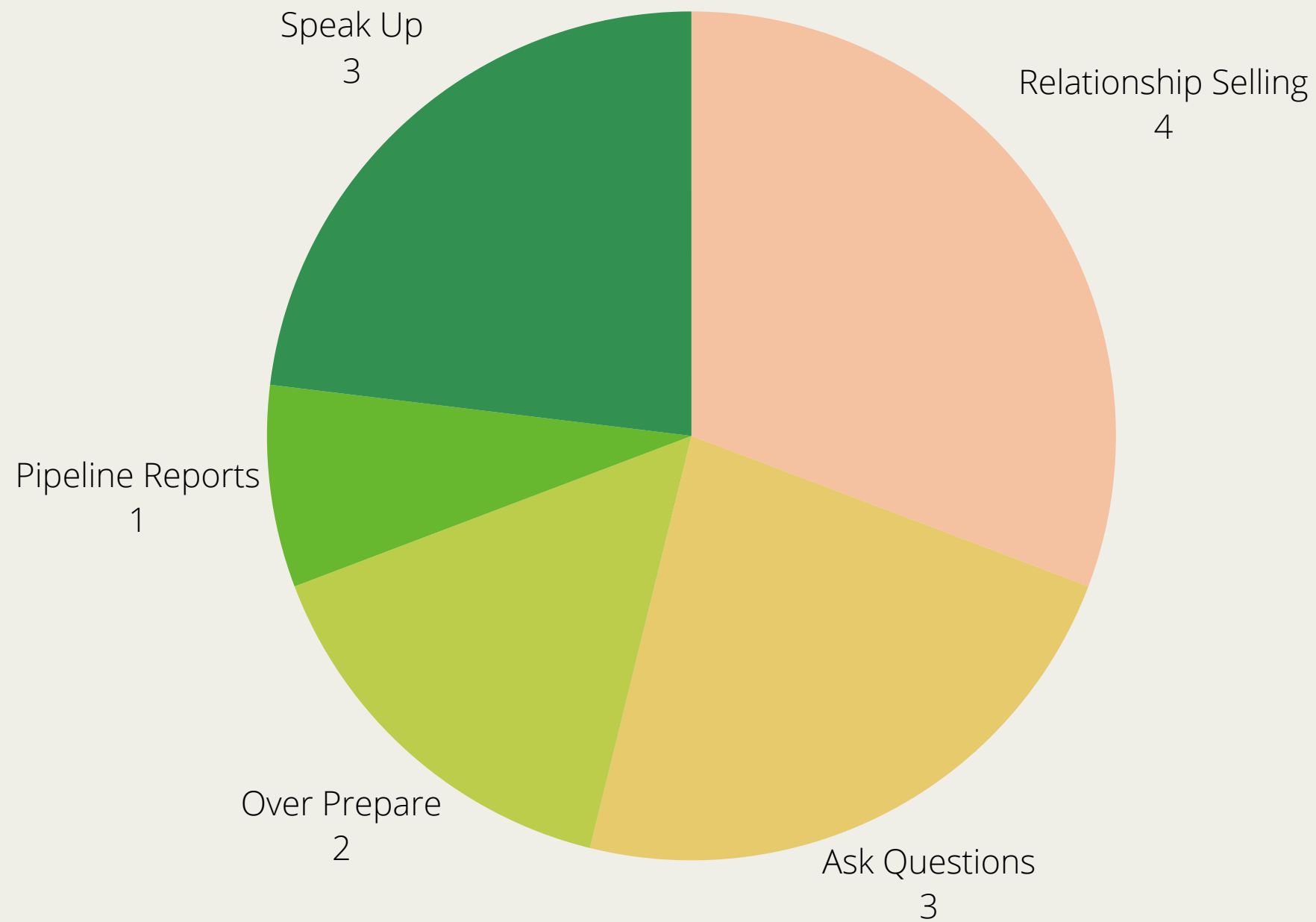
Transparency in communication was brought up in multiple interviews and was seen as the most effective sales practice. Sales people must be open and honest with partners and clients.

Ineffective Sales Practices



Being dishonest in the sales process was viewed as the most ineffective sales practice. It causes a lack of trust between parties.

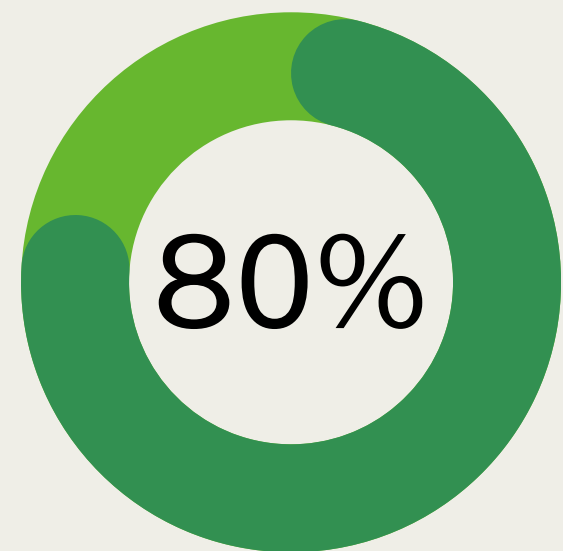
Advice for Sales Professionals



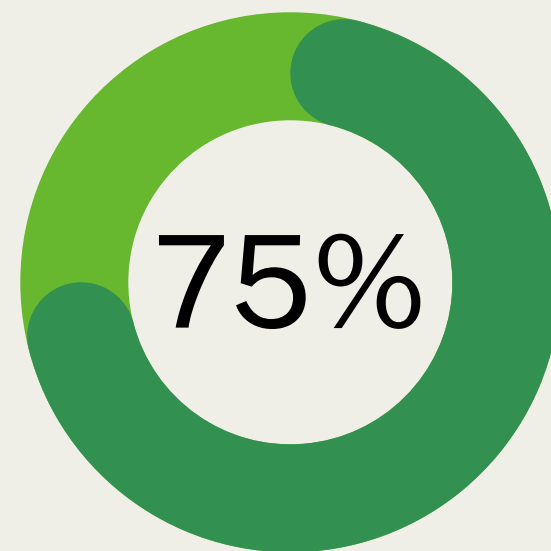
Have a strong relationship with your customers is extremely important in sales. Customers are more likely to trust a sales professional if the sales person takes time to get to know the customer.

Hunter's 63.75% fit for the Role

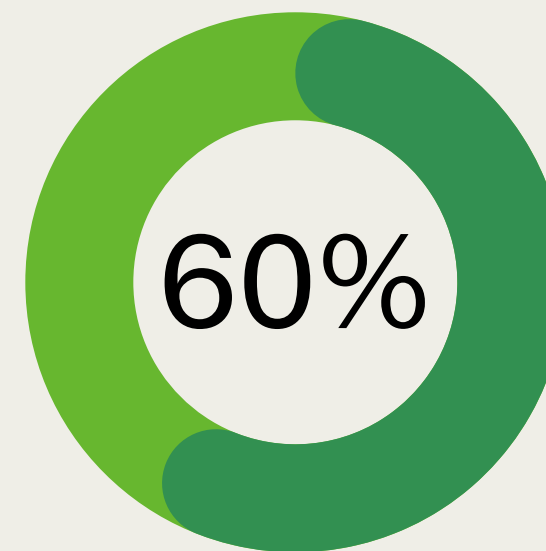
Selling to someone in these purchasing roles



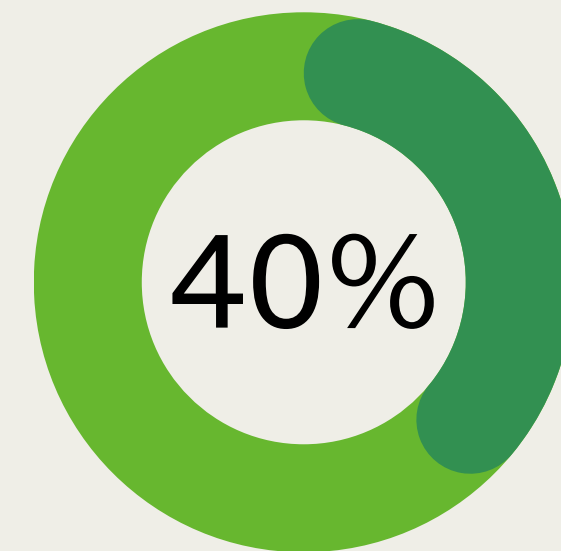
Emotional
Intelligence



Communication
Skills



Knowledge



Experience

Appendix

HUNTER'S FIT FOR THE ROLE

Emotional Intelligence-80

I have a fairly high emotional intelligence and am very good at reading people. I understand people's emotions and am always there when people need assistance.

Communication Skills-75

I have always been good at communicating and being transparent with information, but I find it difficult to relay negative information.

Knowledge-60

I have grown immensely in my sales knowledge over the last year, but still think I have a lot more room to grow. I think this section will improve as the next few months continue.

Experience-40

This section is rated low because I do not have a ton of hands on sales experience yet. After my internship, I will come back and reevaluate my growth.

INTERVIEW GUIDE

Effective Practices

How do salespeople work effectively with you in the sales process? What examples do you have that coincide with this?

Ineffective Practices

How do sales people work ineffectively with you in the sales process? What examples do you have that coincide with this?

Advice

What advice would you have for me as a young salesperson just starting my career?

Nicole Procelo

Junior Buyer

EE Schneck Company
(503)284-4124

nicole@eeschneck.com

January 26th, 11:00AM

Effective Practices

“Following trends and connecting with meetings with vendors.”

Ineffective Practices

“If anything, sales people are the voice of consumers and have to voice a lot of complaints.”

Advice

“Be prepared and knowledgeable. Always go into meetings with all the knowledge and be the smartest person in the room. A salesperson should be the connector between the customer employees.”

Nate Morgan

Purchasing Manager

Parr Lumber
(541)948-0015
nate.morgan@parr.com
January 26th, 12:00PM

Effective Practices

“Efficient operations require an accurate platform report with quotes and scored data. Real-time communication between sales managers and the purchasing team is crucial for informed decision-making and aligning expectations.”

Ineffective Practices

“Not being willing to adopt a scientific approach with the pipeline report, they need to do that.”

Advice

“Use my pipeline report as a mathematical tool to ensure that I am putting enough quotes in my pipeline, do this to make enough money. Pipeline report is the key to the success. This is better than a personality”

Bridgewell Resources

(503)872-3406

danalar@bridgewellresources.com

January 26th, 12:30PM

Dan Alar

Director of Purchasing

Effective Practices

“Be sure to be up to date on the latest information on deliveries, products, ship times, and expectations for your company and customers.”

Ineffective Practices

“It diminishes trust when salespeople do not give the full truth. If a customer wants an estimate be sure to give the facts rather than making false assumptions.”

Advice

“Develop your customer relationships, there must be a presence instead of just being a computer.”

Englund Marine

(503)338-3323

klucore@englundmarine.com

February 9th, 3:10PM

Kyle Lucore

Procurement Specialist

Effective Practices

“A salesperson does a lot of the grunt work. They talk to customers first hand, gather info, and relay what the customer needs. You give them the information they need.”

Ineffective Practices

“Goes down to customer service. You could potentially lose a customer through deceit or saying no without another option.”

Advice

“You must have confidence and a certain set of social skills; those things together will make you successful, you need to learn from mistakes you make while in the field. Work hard and be nice because a positive attitude goes a long way.”

Jeff Palmer

Sourcing Manager

PacifiCorp
(801)220-4407

jeff.palmer@pacificorp.com

February 9th, 3:30PM

Effective Practices

“Communication.”

Ineffective Practices

“When they do not
communicate.”

Advice

“Do not be afraid and make
sure to speak up.”

Jennifer Vegh

Procurement Specialist

TCI America
(503)935-5131

Jennifer.Vegh@tcichemicals.com

February 9th, 4:00PM

Effective Practices

“Provide a forecast, customer preference, and information. Customers usually have specific needs in the science industry and you need to know those needs.”

Ineffective Practices

“Salespeople can sometimes be kind of “bullish” and forceful. If they do not have a team spirit it can be harder to work with them.”

Advice

“Get to know your clients and build relationships, people want to help those they are close with. Also ask questions and personal information.”

Noah Dent

Procurement Specialist

Northern Gold Foods

(541)463-2469

Ndent@northerngold.com

February 9, 2:30PM

Effective Practices

“In person meetings are the most effective practice to develop a personal connection with your customers.”

Ineffective Practices

“Mis-spelling and bad grammar when communicating. You must read and write legibly.”

Advice

“A sales person is most successful when they ask questions about customers and are interested in their life. Always be engaged in conversation and refrain from bragging about yourself. Be the person that comes in humble. Don't just try to impress, be genuine.”

Onsite Supply House
(541)716-0352

pmendez@onsitesupplyhouse.com

January 24th, 6:15PM

Francisco Mendez

GM/ Purchasing

Effective Practices

“Everyone being on the same page is imperative for a business to run smoothly.”

Ineffective Practices

“If you are not willing as a salesperson or willing to try, it is a red flag of things going down hill for the partnership. Have an open mind, positive attitude, and be willing to take on new tasks.”

Advice

“Be positive in every aspect of sales. Be open minded to anything; every sale brings opportunities. Take the best knowledge from positive experiences and learn to do it better. Stay up to date on innovation and find your why you are in sales.”