

Luis Dueñas

Buyer / Procurement Analyst

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luisalbertoduenas.site | Mexico-based; open to U.S. opportunities that provide employment sponsorship.

PROFESSIONAL SUMMARY

Procurement-oriented analyst supporting supplier comparisons, negotiation records, indirect-material decisions, and CAPEX proposal alternatives. Strengths include supplier comparison, vendor follow-up, cost avoidance classification.

CORE SKILLS

Procurement Analysis: supplier comparison, RFQ analysis, proposal normalization.

Supplier Support: vendor follow-up, negotiation documentation, requirement alignment.

Value Analysis: cost avoidance classification, CAPEX alternative comparison, indirect-material analysis.

Delivery Focus: evidence classification, cross-functional follow-up, and decision-ready communication.

PROFESSIONAL EXPERIENCE

HARMAN International — Business Analyst Jr. / Digital Operations | Oct 2025 – Present

Tijuana, B.C., Mexico

- Coordinate suppliers, RFQs, technical requirements, and commercial follow-up for the Material Flow implementation.
- Evaluate an original USD 43,200 CAPEX proposal against a USD 10,780 alternative, retaining the USD 32,420 and 75% differences as proposal-stage comparisons.
- Track MXN 16,774.56 in accumulated negotiation value while limiting a supplier increase from an expected 30–40% to 10–15%.
- Separate negotiated value, recurring cost avoidance, and one-time CAPEX proposal reductions in procurement decisions.

HARMAN International — Industrial Engineering Intern | Oct 2024 – Oct 2025

Tijuana, B.C., Mexico

- Completed end-to-end onboarding of an alternative MRO supplier for ESD bins, cutting lead time from 5–6 weeks to 1 week and yielding approximately USD 12,000 in annual cost avoidance.
- Compared alternative suppliers against technical specifications, lead time, service requirements, and operational fit.
- Prepared supplier information and internal requirements for qualification, approval, and purchasing follow-up.
- Aligned ESD-bin requirements and delivery priorities with warehouse, engineering, and procurement stakeholders.

SELECTED PROJECTS

Supplier & RFQ Analysis: Supplier comparisons, proposal normalization, and requirement alignment.

MRO Supplier Onboarding: End-to-end alternative supplier onboarding reduced ESD-bin lead time from 5–6 weeks to 1 week; approximately USD 12,000 annual cost avoidance remains separate from recurring soft savings.

CAPEX Alternatives: Original and alternative proposals compared as a one-time proposal reduction.

Vendor Negotiation: Negotiation records distinguish initial proposals, expected increases, and agreed ranges in MXN.

EDUCATION & CERTIFICATIONS

- Education: Industrial Engineering (Instituto Tecnológico de Tijuana).
- Certification: Google Data Analytics Professional Certificate (Google, 2025).
- Certification: Inventory Management, Supply Chain Planning & Optimization (UC Irvine, 2025).