EDUARDO DE SOUSA

DIRECTOR OF GLOBAL SOURCING & QUALITY SYSTEMS

Ex-ASML & BMW Group · Lean Six Sigma Black Belt · Direct Sourcing Asia & LATAM ($800K, 20 FCL/qtr, -75% BOM) · Cleanroom ISO Class 5 & Automotive OEM

Valencia, Spain (100% Remote / Global Mobility)
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LinkedIn ↗ · **GitHub** ↗ · **Live Portfolio** ↗

EXECUTIVE SUMMARY

OPERATIONS · DIGITAL ARCHITECTURE · GLOBAL LEADERSHIP

Cross-functional **Operations, Digital Transformation, and Quality Leader** with **Lean Six Sigma Black Belt** certification and 10+ years of documented execution across **global supply chain sourcing, high-precision semiconductor manufacturing, automotive OEM assembly, and enterprise software engineering**. Expert in directing international procurement accounts (**$800,000 USD/year portfolio, 20 maritime containers/quarter**), achieving **up to 75% direct cost reduction** in China and India through factory disintermediation while **remotely hiring, vetting, and directing on-site technical inspection teams**. Concurrently architecting proprietary **CMMS platforms with automated employee productivity KPI scoring**, full-stack B2B web portals, and event-driven iPaaS pipelines. Proven remote leader combining rigorous data governance with quantitative defect eradication. Trilingual: **English (C1 - Full Professional)**, **Spanish (Native)**, and **Portuguese (C1 - Full Professional)**.

CORE COMPETENCIES & TECHNICAL STACK

MULTI-DISCIPLINARY ATS KEYWORD MATRIX

OPERATIONS & QUALITY LEADERSHIP
Lean Six Sigma Black Belt (DMAIC), Root Cause Analysis (RCA, 5 Whys), 8D Problem Solving, FMEA / PFMEA, CAPA Governance, Statistical Process Control (SPC, Cp/Cpk), Kaizen Blitz, Poka-Yoke, QMS Standards, TÜV Standards.

SOFTWARE & DIGITAL ARCHITECTURE
Next.js, React, TypeScript, Node.js, Python, Tailwind CSS, PostgreSQL, REST APIs, Webhooks, Git/GitHub, Automated Data Pipelines, CMMS Architecture, Employee Productivity KPI Scoring Engines, B2B Web Portals.

GLOBAL SOURCING & SUPPLY CHAIN
Direct Factory Sourcing (China/India), Supply Chain Disintermediation (-75% costs), On-Site Quality Teams (CLI/PSI), Incoterms (FOB/CIF), 30/70 Milestone Contracts, TCO Modeling, WMS Inventory (99.5% Accuracy).

AUTOMATION, ERP & TELEMETRY
iPaaS (Make / Zapier / Asana), ERP ISAH Data Governance, SAP Concepts, Google Data Analytics (SQL, Spreadsheets, Dashboards), Quantitative Telemetry, High-Volume Shift Control (120 units/shift).

PROFESSIONAL EXPERIENCE

DEMONSTRATED LEADERSHIP & MEASURABLE ROI

Independent Consultant — Digital Operations, Global Sourcing & Software Architecture

11/2024 – Present
100% Remote Autonomy

Remote Global Operations · Managing Portfolios across Asia, Europe & the Americas

PILLAR 1: STRATEGIC GLOBAL SOURCING & REMOTE TEAM LEADERSHIP

- **$800K USD/Year Portfolio & 20 Containers/Quarter:** Direct end-to-end international procurement for an enterprise architectural & construction supply account, managing a continuous maritime freight pipeline of 20 containers per quarter ($200,000 USD/quarter).
- **Direct Factory Disintermediation (-75% Acquisition Cost):** Restructured the client's procurement model by eliminating domestic trading intermediaries, establishing direct manufacturer agreements with plants in China, achieving an authenticated **75% net unit cost reduction**.
- **Remote Technical Team Recruitment & Leadership (China & India):** Remotely sourced, technically vetted, and managed distributed on-site inspection teams and quality engineers in mainland China and India, executing standardized Container Loading Inspections (CLI) and Pre-Shipment Inspections (PSI).
- **India Strategic Sourcing Benchmark (15%–30% Margin Gains):** Spearheaded direct factory qualification across Indian manufacturing hubs, executing multi-vendor RFQ benchmarking and defect audits, securing **15% to 30% margin improvements**.
- **International Trade Governance & Milestone Contracts:** Engineered purchase agreements with milestone payment structures (**30% proforma advance / 70% against certified PSI inspection and original Bill of Lading**), shielding working capital against default risks.

PILLAR 2: CUSTOM CMMS ARCHITECTURE, B2B WEB SYSTEMS & AUTOMATION

- **Proprietary CMMS & Employee KPI Scoring Engine:** Architected and developed a full-stack Computerized Maintenance Management System for industrial machinery lifecycle tracking, preventive schedules, operational budgets, and an **integrated employee performance KPI scoring module**.
- **Transactional B2B Platforms & Cloud Architecture:** Engineered secure web applications (Next.js, TypeScript, PostgreSQL, Tailwind) with role-based access control, automated digital quote generation, and payment gateway integration.
- **iPaaS Workflow Pipelines (Make, Zapier, Asana):** Built automated event-driven webhook workflows connecting CRM, ERP, and project tracking tools, eliminating manual data entry bottlenecks and auto-generating daily operational summaries.

PROFESSIONAL EXPERIENCE (CONTINUED)

HIGH-TECH SEMICONDUCTOR CLEANROOMS & AUTOMOTIVE OEM

Lead Lean Quality & Operations Technician · HQ Pack

02/2024 – 07/2026

Eindhoven, Netherlands (Brainport High-Tech Ecosystem) — Semiconductor Lithography Packaging (ASML Specs)

- **ERP ISAH Telemetry & Operational Leadership:** Governed technical tracking and telemetry across 2,000+ monthly work orders in ERP (ISAH) with 100% audit traceability; onboarded and mentored incoming technicians in cleanroom SOPs, safety standards, and ERP workflows, coordinating an operational squad of 50 technicians across logistics, inspection, and the shop floor.
- **High-Tech Cleanroom Assembly & Precision Repair:** Assembled, disassembled, and repaired ultra-high-precision transport and packaging modules for semiconductor lithography systems (ASML, Zeiss) under strict **ISO Class 5 cleanroom** and standard floor environments.
- **Electromechanical, Sensor & TÜV Winch Systems:** Executed hands-on electrical/sensor component replacement, wiring diagnostics, and mechanical overhaul on TÜV-certified winch assemblies, passing technical audits with 0 critical non-conformities.
- **Lean Optimization & Cycle Time Reduction (-30%):** Standardized maintenance workflows and SOPs using DMAIC and 5S frameworks, cutting average cycle times by 30% and eliminating 22% of recurring mechanical defects.

Production Quality Technician · VDL Nedcar

04/2022 – 11/2023

Born, Netherlands · Automotive OEM Manufacturing — BMW Group / MINI Cooper Platforms

- **Moving Assembly Line & EOL Quality Audits:** Conducted moving line audits and end-of-line (EOL) functional quality checks on BMW Group and MINI Cooper vehicles (110–120 units/shift), verifying body panel fitment alignment, surface flushness, and gap tolerances.
- **Precision Torque & Wheel Axis Calibration:** Calibrated and executed critical mechanical torque specifications on wheel axes and structural chassis sub-assemblies using digital torque wrenches, digital screwdriver wrenches, and pneumatic tooling.
- **Electrical Diagnostics & Defect Containment:** Validated electrical and electronic components using automotive diagnostic scanners, systematically logging defect telemetry into plant terminal software (MES) and routing containment alerts to production squads.

EARLIER PROGRESSIVE OPERATIONS & SUPPLY CHAIN TRACK RECORD

Logistics Coordinator
Arkcohogar · 2020–2022 | Spain
Multi-site warehouse inventory oversight, cycle counts maintaining **99.5% stock accuracy**, ERP stock reconciliation, and dispatch routing.

Operations Supervisor
Ed's Paixão · 2018–2020 | Portugal
Operational shift throughput, multi-tier procurement, food waste minimization, strict HACCP compliance, and cross-cultural team management.

Commercial & Supply Specialist
E-Ceramic · 2013–2018 | Venezuela
Industrial finishing materials cost estimation, direct factory orders, freight volumetric calculations, and B2B client relationship management.

EDUCATION & CERTIFIED ACCREDITATIONS

ACADEMIC DEGREES & INTERNATIONAL CREDENTIALS

Bachelor's Degree in Operations & Managerial Processes — Official Degree
University Higher Education · Comprehensive Operational Leadership, Supply Chain Modeling & Process Engineering

Lean Six Sigma Black Belt (DMAIC) — Verify Badge ↗
International Operational Excellence Certification · Statistical Variation Reduction, DOE, SPC & Kaizen Execution.

Strategic Supply Chain Management — LMU Munich
University of Munich · Global supply chain resilience, geopolitical risk mitigation & TCO optimization.

Google Data Analytics Professional — Google / Coursera
Data manipulation, SQL querying, statistical spreadsheets, and executive visualization for evidence-based decisions.

Automotive OEM Quality & Production — VDL Nedcar
Industrial automotive manufacturing, high-voltage assembly safety, Poka-Yoke & 8D problem solving.

Continuous Education: Erasmus University Rotterdam (Communication) · Cleanroom Class 5 Protocols

REMOTE INFRASTRUCTURE & DIGITAL TOOLING STACK

TOOLS, COLLABORATION & DISTRIBUTED SYSTEMS

DEVELOPER & CLOUD STACK
Git, GitHub Actions, Linux CLI, Docker, Vercel, Node.js, Next.js, TypeScript, RESTful APIs, Webhook integrations, Automated Data Pipelines.

AUTOMATION & IPAAS STACK
Make (Integromat), Zapier, Asana API, Webhook Data Pipelines, ERP ISAH, SAP GUI Concepts, PostgreSQL, Airtable, Minitab.

REMOTE TEAM LEADERSHIP
Asynchronous documentation, remote on-site inspection teams (China & India), multi-timezone coordination (CET & EST), Jira / Notion.

LANGUAGES & AVAILABILITY

INTERNATIONAL EXECUTIVE COMMUNICATION

Trilingual Fluency: **English** (C1 - Full Professional) · **Spanish** (Native) · **Portuguese** (C1 - Full Professional)

Work Authorization: **EU Citizen (No Visa Required)**