

## Senior Metals Trader

**Analytical and performance-driven professional with substantial experience performing contract management and pricing negotiations while cultivating strong relationships with suppliers/vendors within metals industry.**

## Qualifications Summary

- Expert at profitably buying and selling aluminum, copper, steel and nickel alloy materials.
- Analyzing procurement needs, sourcing materials, and identifying profitable suppliers/consumers for the company.
- Adept at establishing and managing large industrial manufacturing accounts and maintaining strong mill-direct relationships across mid-west to east coast regions.
- Successful in developing raw and scrap material supply base, optimizing processes, enhancing internal customer operations, and driving cost-saving initiatives for competitive advantage.
- Recent experience in operations has greatly expanded my industry knowledge base far beyond commercial trading.

## Areas of Expertise

- Sourcing & Procurement
- Mill-direct and foundry sales
- Truck/Rail/Barge logistics
- Contract Negotiation
- Cost Reduction
- Supplier Management
- Team Building & Leadership
- Nonferrous metallurgy
- Strategic Planning & Execution

## Career Experience

**Metalico, Inc, Pittsburgh PA**  
**Operations Manager/Senior Trader**

**2016 – 2023**

Managed large industrial manufacturer accounts. Forecasted monthly purchasing and sales volumes. Cultivated and nurtured strong relationships with regional mill purchasing agents and melt shops, creating consumer base and establishing current metals commodity requirements. Assured efficient yard processing with mobile material handlers, shears, balers, and torch cutting. Built an internal knowledge base and team to process brasses and aluminum alloy grades. Led inbound feed volumes and outbound re-melt scrap quality with shredding operations team. Oversaw yard equipment repairs, executed necessary plant improvements, and purchased heavy equipment through coordination with maintenance department.

- Steered PA operations annual capital expenditure budget ~\$10M.
- Increased Pittsburgh nonferrous sales by 15% by managing regional purchasing and marketing.
- Exceeded annual profitability of \$1M by building high nickel/chrome direct charge blends for stainless consumers.
- Experienced with all Comex, LME and AMM indices, pricing formula modules and hedging.
- Worked with ownership group Ye Chiu to secure large volume of auto shredder aluminum scrap for export to Malaysia
- Minimized personal risks for staff and ensure stringent compliance with set air and water permit levels while collaborating with in-house Environmental Health and Safety personnel.
- Spearheaded monthly marketing and shipments of 15K tons of ferrous and 4M lbs of nonferrous materials through various transportation methods, such as in-house and third-party trucking, barge lines, private and public rail car fleet, and export sea containers.

**Allegheny Raw Materials, Pittsburgh PA**  
**Senior Buyer**

**2004 – 2016**

Acquired new customers to become lead buyer for local large industrial manufacturing accounts and dealer stainless steel scrap suppliers across entire east coast and Canada. Collaborated with metallurgists and mill personnel at electric arc furnaces, AOD processes, coolant feed shoot systems to assure that our scrap supply always met consumer demands. Developed and managed niche foundry business, delivering specialized services and materials to foundry industry.

- Reduced charge costs on stainless blends and increased profitability by establishing a ferroalloys purchasing program.
- Contributed towards company's growth and revenue by brokering 10K tons of ferrous materials monthly to local steel mills.
- Always cognizant of importance of very strict chemistry requirements on both the purchase and the mill supply sectors.
- Consistently represented company at numerous industry events, including ISRI, MSCI, NDA, and Traffic Club, establishing valuable connections and promoting company's presence in market.

## Education & Credentials

**Bachelor of Arts in English** | Villanova University  
**Anthropology and Art History** | New York University - Draper School

