

# Marissa Johnson

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A Vendor Relationship Manager with 10+ years of experience, specializing in program management, global procurement, and risk management. A strong history of coordinating with international suppliers and C-level executives to negotiate multimillion-dollar contracts. Expertise in leading and developing world-class vendor management teams.

## Education

### Bachelor of Science (B.S.) Business Administration

University of San Francisco,  
San Francisco, CA  
September 2007 - May 2011

## Key Skills

- Vendor Management
- Service Level Agreements (SLAs)
- Supply Chain Management
- Organizational Leadership
- Contract Negotiation

## Professional Experience

### Vendor Relationship Manager

Intel, Los Angeles, CA | May 2016 – Present

- Drove change management initiatives to consolidate 100+ global suppliers to five preferred vendors in coordination with supply chain management teams, which resulted in a \$20M reduction in annual costs over three years
- Identify opportunities to reduce the organization's reliance on third-party services and outsourcing by improving internal resource allocation
- Manage and build long-term relationships with global vendors and perform annual negotiations for large contracts valued at \$40M-\$100M

### Vendor Relationship Manager

Central Technology Corp., Los Angeles, CA | May 2011 – May 2016

- Oversaw 10+ relationships with domestic suppliers and vendors and conducted performance evaluations to ensure compliance with quality standards
- Identified vendors in breach of contract and service level agreements and led negotiations for settlements to recover over \$1.5M in vendor fees