



**PAMELA
MERLINO**
SENIOR BUYER

CONTACT

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in Pamela Merlino

PROFILE

Results-driven Procurement Leader with over 15 years of experience in direct buying across diverse packaging materials and raw materials. Proven expertise in negotiation, governance and strategic sourcing, combined with strong capabilities in process design and redesign, change management, and continuous improvement. Adept at leading cross-functional teams, driving cost optimization, and implementing global procurement strategies. Skilled in several ERP systems (including SAP and SAP Ariba), with a track record of delivering operational excellence and fostering supplier partnerships in international environments. Working in corporates means accepting new challenges every day, opening your mind and horizons, exercising your skills and experiences, always inspired by my motto "Be creative, be consistent".

EXPERIENCE

2019 - Present

Ferrero Management Service Srl

Senior Buyer Procurement Region Italy , Alba

- Packaging (Flexible Films, Glass, Unprinted Films, Aluminum, Rigid Plastics)
- Raw Material and Re-selling activity
- Region PMO: Communication, WOW and Governance for Region Italy
- Managing integration M&A for the region in Procurement function

Spend Managed: 200mio€ (over 6 plants in Italy + copackers).
Implementation of regional strategy for assigned categories.
Strategy definition for local sourced items.
Cross Countries Project Management.
M&A change management and governance.
Procurement events organization and management.

2010 - 2018

Ferrero Italia Spa

Buyer, Alba
Packaging Procurement for Experimental Productions, Plastics and Labels.

Spend Managed: 110M€ over 4 plants.
Tracking of projects deployment, early involvement in new projects development.
Procurement events organization and management.
Editor for Procurement in Corporate Website.
Cross-countries leader for best practices Implementation.
Internal communication for procurement competence center.

2009 - 2010

Ferrero Italia Spa

HR Internship, Alba

- Employment contracts: CV selection, interviews, contracts seasonal workers
- Payroll activities for workers and employees

2007 - 2008

AICA International Association of Environmental Communication

Temporary, Alba

- Communication, PR, Environment, fund raising
- Events organization, environmental communication, research, public relations

2005

EDISU Piemonte

Internship, Turin
Organization of informative material, update and digitalize the press review archive of the University and Polytechnic of Turin.

INTERESTS

Sport



Always active with sports, addicted to Volleyball, played for 20+ years at semi-professional level.

Music



Singing is my passion, being the best way to take a breath, pause and reset totally.

Cooking



Experimenting, taste and share: my creative way to take care of beloved.

ADDITIONAL ACTIVITIES



Volunteer @Paese di Fiaba



Politics

EDUCATION

● 2007 - 2010

● 2003 - 2007

Communication for Institution and Enterprises

Communication Science, Turin
Master's Degree

International Studies

Politics Sciences, Turin
Bachelor's Degree

SKILLS

Soft Skills

Team Working ●●●●●●●●
Problem Solving ●●●●●●●●
Communication ●●●●●●●●
Presentation ●●●●●●●●
Public Speaking ●●●●●●●●
People Management ●●●●●●●●

Job Related Skills

Purchasing ●●●●●●●●
Cost Saving ●●●●●●●●
Scouting ●●●●●●●●
Governance ●●●●●●●●
Contracts ●●●●●●●●

Languages

Italian ●●●●●●●●
English ●●●●●●●●
French ●●●●●●●●
German ●●●●●●●●

Personal Skills

Assertivity ●●●●●●●●
Creativity ●●●●●●●●
Resilience ●●●●●●●●
Leadership ●●●●●●●●

ACHIEVEMENTS

GRISTUFF 2008 "MIND A CHANGE"



Selected for international summer school at Greifswald University (Germany)

ISWI 2007 "TIME TO THINK"



Selected for international summer school at Ilmenau University (Germany)

GOETHE INSTITUT CERTIFICATION B1



German language certification, 2014

MERIT AWARDS "THE PROCUREMENT 2025"



Merit Awards for the project "Italy Connect" assigned by the benefit company The Procurement, for the category "Interfunctional Purchase"

COURSE

2025	PROBLEM SOLVING: GENERATING SOLUTIONS <i>Ferrero University</i>
2025	WOMAN LEADERSHIP PROGRAM <i>Valore D</i>
2025	COPY CONTRO CRISI <i>Holden Pro – Torino</i>
2025	CONFLICTS EVOLUTION <i>InsideOut</i>
2024	LEAN PRESENTATION DESIGN <i>MLC</i>
2024	CERTIFIED SOCIAL MEDIA MANAGER <i>KirAcademy - Kirweb</i>
2024	LEADERSHIP INSIGHTS ON DEVELOPING WOMEN LEADERS <i>Ferrero University</i>
2024	PEOPLE CENTRICITY <i>Ferrero University</i>
2023	CULTURE OF FEEDBACK <i>Ferrero University</i>
2022	NEW PROJECT MANAGER ESSENTIALS <i>Ferrero University</i>
2022	PARENT IN ACTIONS <i>DevOnD</i>
2021	INTERNAL COMMUNICATION <i>Ferrero University</i>
2019	PEOPLE MANAGEMENT II <i>DevOnD</i>
2018	PEOPLE MANAGEMENT I <i>DevOnD</i>
2017	PROCUREMENT ACADEMY <i>EIPM</i>
2017	PROCUREMENT FUNDAMENTALS <i>EIPM</i>
2015	NEGOPRO <i>Bridge Partners</i>
2013	PRESENTATION SKILL <i>DevOnD</i>
2013	NEGOTIATION SKILL <i>DevOnD</i>