

Lucy Diodati

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Executive Summary

Global sales, procurement, and business development leader with 15+ years of international experience driving multimillion-dollar growth, optimizing global sourcing strategies, and building high-impact supplier partnerships. Proven track record of delivering \$350M+ in revenue portfolios, leading high-performing teams, and creating strategic programs that generate new revenue streams and reduce costs. Recognized for transforming underperforming functions into growth engines, fostering trusted C-suite partnerships, and shaping long-term business strategies across North America, Asia and Europe.

Areas of Expertise

Global Procurement & Supplier Strategy | P&L Oversight & Revenue Growth | Business Development & Market Expansion | Contract Negotiation & Risk Mitigation | Change Leadership & Team Development | Strategic Product Sourcing & Cost Optimization | Stakeholder Engagement & Partnership Building | Customer-Centric Marketing & Campaign Strategy

Professional Experience

A2 Global Electronics & Solutions | St. Petersburg, FL

Director, Strategic Procurement | Oct 2023 – Present

- Delivered \$8M+ annual gross profit by leading global sourcing and supplier negotiations.
- Directed an international procurement team, embedding best practices in supplier performance, cost optimization, and contract management.
- Negotiated multimillion-dollar agreements with OEM and EMS customers, securing favorable terms and reliable supply.
- Drove innovation by implementing procurement technologies and identifying emerging market trends to ensure competitiveness.

Director, Business Development | Apr 2023 – Oct 2023

- Launched the company's End-of-Life (EOL) solutions program, generating new revenue streams from surplus and obsolete inventory.
- Negotiated client agreements to maximize value through resale, recycling, and buy-back arrangements.
- Positioned the company as a trusted EOL partner, building long-term client relationships and opening new markets.

Future Electronics | Montreal, QC

Supplier Business Development Manager | 2007 – 2023

- Directed supplier strategy for a \$350M+ revenue portfolio, achieving consistent year-over-year growth and expanding customer base.
- Forged executive-level partnerships with global suppliers, driving double-digit account growth and strengthening collaboration across sales, engineering, and marketing.
- Spearheaded customer-focused marketing campaigns that unlocked new revenue streams and enhanced market share.
- Recognized with multiple Distributor of the Year awards for excellence in supplier engagement.
- Selected as a core member of the Manufacturer Rep Council, shaping strategic supplier initiatives across North America.

Additional Experience

- Product Manager, Future Electronics 1998 - 2007
- Department Sales Supervisor, Hudson's Bay Company

Education

Concordia University – B.A., Political Science & Applied Social Sciences; Certificate in Women's Studies
McGill University – Certificate in Public Relations

Professional Training & Leadership Development

- Member, **Women in Electronics (WE)** & WE Mentorship Program
- Dale Carnegie: Leadership Skills & Management Development, Facilitation & Negotiation Workshop
- Community leadership: Political Attaché and fundraising initiatives for local Member of Parliament

Technical Proficiency

Microsoft Office Suite | CRM Systems | Inventory Dashboard Tools

Languages

Fluent in English, French, and Italian (written & spoken)