



## Anne Stuart Folkes

Diplôme de Cuisine Student at Le Cordon Bleu  
San Antonio, Texas Metropolitan Area

### About

Currently: Student at Le Cordon Bleu Paris- Diplôme de Cuisine

Thirteen years of professional experience in global trade, sales and marketing, and recruitment roles in the Grocery Procurement, Outdoor Retail, Oil and Gas, and Technology sectors, respectively. Demonstrated outstanding communication, creative solutions, and relationship management in dynamic, multifaceted, and fast-paced environments. Most recent experience as a Global Sourcing Manager for one of America's top retailers. Core competencies include:

- Global Category and Sourcing Management
- RFX and Bid Awards for Cost of Goods Savings and New Manufacturing Partnerships
- Contract Analysis and Negotiations
- CTPAT and **Global Auditing Practices**
- Innovative Global New Business Solutions
- Strategic Supplier Management
- Tariff Disputing
- Product and Project Development
- Promotional and Creative Writing
- Internal & **External Communications**
- Cross Functional Strategic Solutions
- Achieve Desired Merchant Short, Mid, and Long-Term Strategic Goals
- Event Planning & Management
- Executive Briefing Programs
- Client, Customer & Partnership Marketing
- Product Ideation through Execution
- Demand Planning and International Logistics
- Contract and Direct Hire Consulting
- Committed Client Services and Customer Engagement Currently: Student at Le Cordon Bleu

Paris- Diplôme de Cuisine Thirteen years of professional experience in global trade, sales and marketing, and recruitment roles in the Grocery Procurement, Outdoor Retail, Oil and Gas, and Technology sectors, respectively. Demonstrated outstanding communication, creative solutions, and relationship management in dynamic, multifaceted, and fast-paced environments. Most recent experience as a Global Sourcing Manager for one of America's top retailers. Core competencies include: ● Global Category and Sourcing Management ● RFX and Bid Awards for Cost of Goods Savings and New Manufacturing Partnerships ● Contract Analysis and Negotiations ● CTPAT and Global Auditing Practices ● Innovative Global New Business Solutions ● Strategic Supplier Management ● Tariff Disputing ● Product and Project Development ● Promotional and Creative Writing ● Internal & External Communications ● Cross Functional Strategic Solutions ● Achieve Desired Merchant Short, Mid, and Long-Term Strategic Goals ● Event Planning & Management ● Executive Briefing Programs ● Client, Customer & Partnership Marketing ● Product Ideation through Execution ● Demand Planning and International Logistics ● Contract and Direct Hire Consulting ● Committed Client Services and Customer Engagement...

## **Experience**

### **H-E-B**

Global Sourcing Manager  
Full-time Jun 2018 - Dec 2021 · 3 yrs 7 mos,  
San Antonio, Texas Area

### **YETI Coolers**

2 yrs 10 mos Austin, Texas  
Account Manager II - Global Account Manager II  
Jul 2017 - Sep 2017

International Sales  
Sep 2017 - Jun 2018 · 10 mos

Account Manager  
Sep 2015 - Jul 2017 · 1 yr 11 mos

### **Swift Worldwide Resources**

3 yrs 11 mos

Account Manager  
Jan 2013 - Apr 2015 · 2 yrs 4 mos London, United Kingdom

Recruitment Consultant  
Nov 2011 - Jan 2013 · 1 yr 3 mos Houston, Texas Area

Account Manager  
May 2015 - Sep 2015 · 5 mos San Antonio, Texas Area

**Rackspace Hosting**

Dec 2009 - Nov 2011 · 2 yrs

Marketing Analyst- Enterprise Partner Marketing, Executive Briefing Program Marketing Analyst

**Volunteer**

The McNay Art Museum The McNay Art Museum 2010 - Sep 2011 · 1 yr 9 mos

**Education**

Le Cordon Bleu Paris Le Cordon Bleu Paris

Diplôme de Cuisine Diplôme de Cuisine Jan 2022

The University of Texas at Austin The University of Texas at Austin

Bachelor of Arts, Art History; Concentration in African Studies Bachelor of Arts, Art History; Concentration in African Studies 2005 - 2009

Activities and societies: Kappa Alpha Theta, Blanton Student Guild, Study Abroad-Rome 2006