

Matias Sanchez

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SUMMARY

Operational & Relationship Management Leader with over 19 years of U.S. Army experience. Proven track record in building and sustaining strategic partnerships, leading multimillion-dollar initiatives, and negotiating solutions that align organizational goals with client success. Skilled at guiding diverse teams, driving operational excellence, and delivering measurable growth in complex, high-stakes environments.

WORK EXPERIENCE

Corporate Intern- Summer Internship

Ferrellgas

Jun '25 — Aug '25
Overland Park, KS (Remote)

- Coordinated with operational teams to streamline service delivery processes, evaluate performance outcomes, and recommend data-driven efficiency improvements aligned with client expectations.
- Leveraged Power BI to evaluate operational KPIs, identify performance risks, and monitor efficiency trends; delivered data-driven insights to senior leadership to guide process and risk-mitigation decisions.
- Authored and published a Standard Operating Procedure (SOP) for safe lithium battery disposal, partnering with Corporate Communications to align the project with the company's Corporate Social Responsibility goals.

SENIOR LOGISTICS and PROCUREMENT MANAGER

United States Army

Present
Fayetteville, United States

- Built and managed partnerships with vendors and stakeholders to align procurement strategies, ensuring compliance while delivering \$1M+ in solutions that supported organizational goals.
- Collaborated with cross-departmental stakeholders to oversee \$3M in travel and deployment funding, applying data-driven analysis to balance stakeholder needs with fiscal responsibility.
- Worked with teams across departments and vendors to review proposals, secure cost-effective solutions, and support organizational goals.

SENIOR INSTRUCTOR

United States Army

Jul '22 — Jul '24
Petersburg, United States

- Led the design and delivery of training programs for 3,000+ new employees, ensuring consistent knowledge transfer and achieving a 98% success rate.
- Supervised training initiatives for 3,000+ new employees by mentoring 12 instructors, fostering collaboration, and ensuring uninterrupted operations with zero issues reported.
- Coordinated with multiple departments to refine data management processes, ensuring precise accountability and zero personnel loss for a cohort of 400 new employees.

SENIOR LOGISTICS and PROCUREMENT MANAGER

United States Army

Sep '19 — Jul '22
Clarksville, United States

- Directed operations for a \$5M equipment portfolio and implemented an asset program that delivered \$100K+ in savings through improved efficiency and vendor collaboration.
- Delivered financial analysis and strategic guidance for a \$1.8M program, optimizing resources to reduce costs and maximize return on investment.
- Led and developed a 12-member team, strengthening skills in vendor management, negotiation, and process optimization while fostering a collaborative, high-performance culture.

SENIOR LOGISTICS and PROCUREMENT MANAGER

United States Army

Jul '16 — Jul '19
Stuttgart, Germany

- Managed \$3M+ in budget allocations across multiple countries, partnering with senior leaders and strengthening international stakeholder relationships to align resources with strategic initiatives and deliver measurable results.
- Led the transformation of procurement processes by introducing digital platforms and collaboration tools, achieving a 90% efficiency gain and strengthening service delivery for internal and external stakeholders.
- Negotiated and executed \$1M+ in contracts for essential services, building strong vendor partnerships and ensuring on-time, cost-effective delivery with full compliance, achieving 100% program success.

EDUCATION

Bachelor of Business Administration in Management, Austin Peay State University

Aug '22 — Jul '26
Clarksville, United States

CERTIFICATIONS

Lean Six Sigma- Green Belt, Purdue University Online

Aug '25

SKILLS

Proficient in Microsoft Suite, Project Management, Cross-functional Team Leadership, Analytical Thinking, Risk Management, Relationship Management, Customer Relationship Management