

EDUARDO TENA RECALDE

PROCUREMENT & BUSINESS DEVELOPMENT EXECUTIVE

Industrial Components · International Markets · Strategic Sourcing

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EXECUTIVE PROFILE

Industrial procurement and business development executive with 18 years of international experience, currently Director of Procurement & Business Development and a Board member of a components distributor serving the mining, cement and aggregates sectors. Manage the complete procurement cycle across castings, forgings, machined and fabricated components — from supplier identification and qualification through technical development, quality control at origin and international trade operations — while simultaneously developing global industrial accounts and the product portfolio sold to them.

Combining procurement and commercial responsibility means suppliers are qualified against actual customer acceptance criteria, while customers are served with full visibility of cost, lead time and manufacturing constraints. Extensive experience developing and managing an international manufacturing supply base, with significant supplier development in China through sustained on-site engagement.

KEY EXPERTISE

Strategic Sourcing & Supplier Development — International sourcing of castings, forgings, machined and fabricated components. Supplier identification, qualification, long-term agreements, cost analysis, negotiation and performance management.

Supplier Quality & Manufacturing — Factory auditing, material certification, heat-treatment verification, pre-shipment inspection and written acceptance criteria — conducted on site, not remotely.

Product & Portfolio Development — Technical specification, drawing review, first-article approval and serial production release. Own-brand product development including regulatory compliance for the EU market.

Commercial & Business Development — International key account management, new market entry, distributor networks, cross-selling and portfolio expansion.

International Trade Operations — Incoterms 2020, documentary credits and collections, customs documentation and multimodal logistics across Europe, Asia, Africa and Latin America.

PROFESSIONAL EXPERIENCE

Director of Procurement & Business Development

Aceros y Suministros S.L. · Bilbao, Spain · 2015 – present

Industrial components distributor for the mining, cement and aggregates sectors, exporting across Europe, Latin America and Africa · Member of the Board of Directors

- Hold dual responsibility for procurement and commercial development — sourcing and qualifying suppliers while developing the customer accounts for those products.
- Own the full procurement function across a multi-million euro annual spend: sourcing strategy, supplier qualification, negotiation, contracting and performance management.
- Built and manage an international supply base of over 20 qualified foundries and machining partners across 7 countries, having personally audited more than 20 manufacturing facilities on site.
- Established the quality assurance framework at origin — factory audit protocol, material certification requirements, pre-shipment inspection and written acceptance criteria — applied across the full supplier base.
- Introduced six new product families to the portfolio over the last six years: identified each gap from direct customer contact, sourced and qualified the supply base, and took the line to market.
- Created an own-brand crusher backing compound — identified the market need, selected and qualified a manufacturer able to develop it, and directed the process through technical specification, testing, EU regulatory compliance and commercial launch.
- Developed cross-selling across the existing customer base, extending the product range supplied to established accounts and growing revenue without new customer acquisition.
- Manage international industrial accounts across more than a dozen countries spanning Western and Eastern Europe, the Middle East, North Africa, South Asia and the Americas — including multinational cement producers, copper mining operators and international equipment manufacturers.

International Sales Manager

Aceros y Suministros S.L. · Bilbao, Spain · 2008 – 2014

- Managed industrial accounts across Europe, South America and the Middle East, covering the full cycle from technical enquiry and specification through quotation, negotiation and after-sales support.
- Built and managed the international distributor network.
- Represented the company at bauma Munich and other sector trade fairs; conducted customer site visits across multiple markets.
- Supported the establishment of the company's first international procurement relationships.

EARLIER EXPERIENCE

Customer Service Team Leader — Nike Account · Geodis Iberia S.A. · 2005–2008 — Led logistics customer service operations for Nike across Iberia, coordinating carriers, warehousing and service performance metrics.

Marketing Manager Assistant · Iberacces Software S.A. · 2003–2004 — Website design and development, digital campaigns, CRM implementation and database management.

EDUCATION

BA (Hons) Business & Marketing — University of Lincoln, United Kingdom · 1998–2002

Executive Programme in Sales & Commercial Management — ESIC Business & Marketing School, Spain · 2007–2008

Advanced Internet Marketing Certificate — ICEMD, Spain · 2011

LANGUAGES

Spanish — native · English — full professional proficiency · French — limited working · Italian — elementary · Chinese — HSK 2 certified, preparing HSK 3

CORE COMPETENCIES

Strategic Sourcing · Supplier Development · Supplier Qualification · Contract Negotiation · Cost Analysis · Factory Auditing · Supplier Quality Management · Product Development · Technical Specification · Own-Brand Development · International Business Development · Key Account Management · Distributor Development · Portfolio Expansion · Cross-Selling · Incoterms 2020 · Trade Finance · Customs & International Logistics · ERP / CRM

SECTOR EXPERIENCE

Mining and mineral processing · Cement · Aggregates and quarrying · Recycling · Foundry and casting · Industrial equipment and components