
Interim Executive Procurement

Passion for procurement excellence, strategic sourcing and supplier relations

Dedicated and dynamic Executive with a proven track record of senior management and people leadership, strong commercial acumen and competency in global procurement management, sourcing and purchasing. An effective and articulate communicator, engaging effectively with C-level stakeholders, leading multinational, cross-functional teams through coaching, training and mentorship. Demonstrated capabilities in developing/implementing the procurement strategy for companies' product portfolios and building close relationships with suppliers and key people relevant to the industry. Strong analytical and problem-solving skills, with extensive experience in directing price and delivery terms negotiations to ensure delivery continuity while reducing costs and improving quality at the same time. Multilingual proficiency in English, German and French.

Highlights of Expertise

- Global Procurement Management
- Budget Spend Administration
- Product Cost Optimisation
- Global Sourcing and Purchasing
- Supplier Quality Development/Engineering
- Process/Quality Management System
- Continuous Improvement
- Teamwork and Capability Building
- Environmental, Social and Corporate Governance
- Supply Chain Management
- Category/Commodity Strategies
- Organisation Design & Development
- Market Analysis/NPD Function
- E-Procurement/Artificial Intelligence
- Contract Negotiations/Development
- Supplier Relations/Evaluation
- Stakeholder Engagement
- People Leadership and Development

Career Experience

SJL Management & Consulting, Munich (Interim Management & Management Consulting Industry, 2 employees, Purchasing/Procurement/Supply Chain Management)

OWNER & INTERIM EXECUTIVE - Interim Management & Management Consulting (January 2019 to Present)

Provided specialised consultancy services for the development and execution of purchase organisations' local, regional, and global SMEs and MNEs. Consulted and trained organisations in purchase best practices and theory.

Key Achievements:

- Directed purchase organisations in setting performance KPIs for CSF of business, designing cost-saving programs, organising and developing high-performance purchase teams.
- Transformed organisations to strategic purchasing and solved supply issues in taskforces.

Zarges Holding GmbH (part of Werner Co.), Weilheim (Manufacturing Industry, approx. 6,000 employees globally, Global Procurement)

DIRECTOR PROCUREMENT EUROPE (September 2019 to March 2022)

Headed the establishment of a procurement organisation in Europe, including Lead-Buyer and NPD Buyer role for the region as well as E-Procurement and Procurement-Tools. Started global sourcing.

Key Achievements:

- Drove increase in savings by three times from 2019 to 2020, reduction in suppliers by 10%/ quality complaints by 15% and improvement in OTD by 10%.
- Inspired a high-performance team of more than 60 Purchasing Managers, Regional Lead Buyers, Supervisors Supplier Quality, Supplier Quality Engineers, Commodity Buyers, NPD Buyers and Planner Buyers, regularly training, coaching and mentoring.

Continued...

- Administered a spending budget of \$200M for more than 10 production plants and regional distribution centres in Europe.
- Reduced costs by 3% EBITDA increase through effective negotiation, standardisation, VEVA/Design to Cost, BCCS, SCM, benchmarking, MoB, buy and resale, market analysis, relocation, outsourcing, insourcing and consolidation activities.
- Supervised formulation and implementation of category strategies, along with a rolling forecast by category.
- Set up SSC in Hungary including NPD, commodity and supplier quality function.

Agfa-Gevaert HealthCare GmbH, Munich (Medical Device Industry, approx. 10,000 employees globally, Global Shared Services Purchasing)

GLOBAL CATEGORY MANAGER & PURCHASING MANAGER IMAGING (December 2015 to June 2019)

Directed the creation and execution of an Imaging Business Division purchase organisation in Europe and Asia, mentoring 43 Purchasing Managers, Supervisors Supplier Development, Supplier Development Engineers, Buyers and Planner Buyers.

Key Achievements:

- Achieved two times increase in savings from 2016 to 2017, improvement in OTD at 95%, reduction in quality complaints by 20%/suppliers by 15%.
- Produced PPV budgeting and rolling forecast by category, with responsibility for spend budget (€350M) of five production plants in Europe and Asia.
- Devised a Lead-Buyer-Concept, global sourcing, E-Procurement tools, category strategies and program cost target achievement before and after SOP until EOSL.

Visteon Deutschland GmbH, Berlin (Automotive Industry, approx. 26,000 employees globally, Purchasing Interiors Product Group)

PURCHASING MANAGER BU (July 2010 to November 2015)

Spearheaded 37 Commodity, Program, VGSS Buddy and Operations Buyers and Supplier Quality Engineers in the establishment of a Business Unit (BU) purchase organisation in Europe. Managed \$500M budget spend for 10 production plants in Europe, including Econ budgeting and rolling forecast by the plant.

Key Achievements:

- Delivered savings by 30%, cost BOMs 5% below target, reduction in quality complaints by 10%/ failure parts by 20% and improvement in OTD at 98%.
- Steered preparation and implementation of commodity strategies, program cost target achievement and actions for product cost optimisation.

Schefenacker Group Services GmbH, Stuttgart and Schwaikheim, (Automotive Industry, approx. 8,000 employees globally)

CORPORATE QUALITY MANAGER (October 2008 to June 2010)

Guided 18 Quality Management Representatives for internal and external audit coordination (planning, performing, root cause and corrective actions).

Key Achievements:

- Introduced process management software globally and improved the group quality management system according to ISO/TS 16949:2002.

GLOBAL COMMODITY MANAGER (Global Purchasing Mirror, Lighting and Sound Systems) (April 2007 to June 2010)

Controlled creation and execution of strategies and preparation of budgets per commodity and region (NA, Europe, AP), including negotiations and development of local, regional and global contracts. Trained and motivated 15 Lead Buyers. Administered a budget spend of €200M.

Key Achievements:

- Oversaw strategic supplier nomination, development and evaluation and product cost optimisation initiative (standardisation, VEVA, LCCS, BCCS, SCM, benchmarking, make or buy).
- Founded a regional lead buyer organisation per commodity and processes/systems.
- Achieved savings of up to 10%.

“Additional Experience Upon Request”

Education & Credentials

Henley Business School, University of Reading, UK

MASTER OF BUSINESS ADMINISTRATION (Henley) / EXECUTIVE MBA

Dissertation Grade: B

University of Applied Sciences, Hamburg, Germany

MASTER OF INDUSTRIAL ENGINEERING / DIPLOM-WIRTSCHAFTSINGENIEUR (FH)

Diploma Thesis Grade: A

BME e.V., Frankfurt, Germany

BACHELOR OF PURCHASING AND MATERIALS MANAGEMENT / FACHKAUFMANN FÜR EINKAUF/MATERIALWIRTSCHAFT (IHK)

Bohus & Ranftl Gruppe, Oberschleißheim, Germany

PRODUCTION MODEL MAKER / PRODUKTIONSMODELLBAUER (HWK)

Publications:

- 1st edition 2004, Discuss the dependency of communication and decision-making in groups and link it back to organisational issues / Diskutieren Sie den Zusammenhang von Kommunikation und Entscheidungsfindung in Gruppen und stellen Sie Bezüge zur betrieblichen Praxis dar, Assignment / Hausarbeit. GRIN Verlag
- 1st edition 2019, Establishing a 'Big Company Manager' as a Self-employed Freelancer in Interim Management & Management Consulting, Dissertation. GRIN Verlag

Training/Professional Affiliations:

- Remote, 2020 Kevin Mitnick Security Awareness Training
- Remote, Price Analysis for fast Profits with focus on Break-Even-Discussion
- Remote, Fit for Video Conferencing and Negotiations "Close the Gap"
- AOK in Weilheim, Stress Resilience with positive Psychology
- TUM in Munich, Disease Management
- Apollo in Mortsel, Risk Management
- BME Akademie in Frankfurt, Development of Commodity specific Strategies in indirect Purchasing
- SAS Soufflot at Berlin, Just Do It & Do it now
- SAS Soufflot at Lille, Time & Priority Management
- Schefenacker Business School at Paris, International Project Management
- EIPM (European Institute of Purchasing Management) at Geneva, Strategic Financial Analysis training
- Karrass Worldwide in London, Effective Negotiating course
- EIPM at Geneva, Strategic Portfolio Management training
- Costdata AG in Cologne, Purchase Controlling
- EIPM at Geneva, Cost and Value Management training
- RKW SACHSEN in Chemnitz, Quality Management Representative – internal Audit course
- Verband Deutscher Eisenbahnfachschulen in Munich, CAD Engineer course
- Verein Deutscher Ingenieure e.V. (VDI e.V.), membership
- Deutsche Gesellschaft für Qualität (DGQ e.V.), membership
- Verband Deutscher Wirtschaftsingenieure (VWI e.V.), membership
- Bundesverband für Materialwirtschaft, Einkauf und Logistik e.V. (BME e.V.) - Member of International Federation of Purchasing and Supply Management, membership

IT Skills:

- Windows, MS Office, MS Project 2000
- Lotus Notes, AutoCAD 9.0, costdata
- ELITE, Solomon IV, Mesonic VI, Oracle 10.7, Navision-Financials
- SAP S/4HANA MM, QAD MFG/Pro, WIPS/CMMS
- N5-Solutions, BravoSolution, Sievo

Military Service:

- Military service, 5. Pionierlehrbataillon 220, Munich