

Enhance Efficiency in Procurement and Materials Management

Reduce Costs – Create Value

Strategically reducing costs, sustainably increasing efficiency, and strengthening competitiveness, while preparing people and organizations for current and future challenges: This is my role as an interim manager in international procurement and materials management. Whether as a crisis manager, taking temporary leadership of procurement organizations, or shaping international procurement strategies and – digital – transformations: I deliver measurable results with lasting impact beyond the assignment itself.

Procurement in SMEs and Large Corporations

Achieving procurement goals, solving supply chain challenges, optimizing materials management, and driving transformation - this is my daily business. Since 2013, I have worked with more than half a dozen internationally operating companies — from large corporations to SMEs, in industries ranging from automotive to mechanical engineering to heavy industry. As an interim manager I have successfully guided these companies out of crises or significantly improved their competitiveness.

Strategic International Procurement

If price negotiation is the only remaining option at the end of a procurement process, something went wrong from the very start. I help companies strategically structure and develop their international procurement, creating the foundation for long-term success and sustainably improving outcomes.

Well-Connected in China & Asia

With nearly 20 years of experience as a finance, supply chain, and procurement manager for globally operating industrial companies in China and Asia, I maintain an extensive network in the region, which I am happy to leverage for companies with ambitions in Asia.



My goal: Measurable results

Industries

- Automotive
- Maschinen & Anlagen
- Metall & Elektronik
- Private Equity

Companies

- Schenck-Rotec
- Homag Division
- Ivostud
- Vacuumschmelze
- Albonair, Danfoss A/S
- Danfoss China
- SIG Combibloc
- Schaeffler Asia

Qualifications

Diploma in BA, MBA courses (IMD, INSEAD and Michigan University)

Foreign assignments

China, Denmark, England

Languages

English, Danish, Chinese

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What else you should know about me

My personal motivation is firstly characterized by supporting my clients quickly and effectively - and significantly improving the results. Secondly, I do everything I can to sustainably strengthen competitiveness, for example by promoting transformation, innovation, and strategic partnerships. Thirdly, I support employees in their personal development through motivating and appreciative leadership - thus ensuring the sustainability of the optimizations achieved.

About myself: I am a native Dane and have lived in North Rhine-Westphalia for over 10 years. My life is particularly shaped by international projects in China, Denmark, Germany, India, the UK, and the USA. After spending 17 years in Beijing and Shanghai (1996 to 2013) I am very familiar with Chinese and Asian business cultures, enabling me to pave the way to success for my clients in those regions.

What we should talk about

Would you like to reduce costs with a strategy? Permanently increase efficiency in purchasing and materials management? Drive forward transformations? Become more successful in China or Asia? Then write to nis-peter@iwersen-interim.com or simply give me a call and I will get back to you as soon as possible.

Interim and Consulting Projects

January 2023 to March 2024

Global Materials Management Director // Schenck-Rotec

Restructuring Procurement in Mechanical Engineering (Germany/Denmark)
| Revenue: €175 million | 1,090 employees | Sales & Operations Planning (S&OP) | Improved results and efficiency | Established project procurement
| Resolved supply chain issues | Assignment duration: 14 months

November 2021 to December 2022

Procurement in Mechanical Engineering // Homag-Division

Mechanical Engineering (Germany) | €1.4 billion, 7,000 employees | Analyzed and optimized critical supply chains | Developed strategy for materials management | Supplier workshops | Duration of assignment: 13 months

August 2017 to April 2021

Global Purchasing Director (DE, CN, IN) // Albonair GmbH

Tier 1 Automotive Supplier (Germany) | Revenue: €60 million, 450 employees
| Established procurement in China and India | Optimized central and project procurement | Successfully reduced overall costs and increased cash flow
Duration of assignment: 23 months

Interim- und Consulting-Projekte

2016 to March 2017

Senior Procurement Consultant/Team Leader

Vacuumschmelze GmbH & Co. KG

Industry and Automotive | Revenue: 413 million euros, 4,300 employees | Realignment of procurement after takeover by PE investor | Procurement in Germany, Slovakia, China, and Malaysia | Successfully achieved savings and cash flow targets

2014 to March 2016

Establishment of own company // Freelance mandates

Permanent Positions

2008 to 2013

SVP Asia Procurement // Schaeffler Group Asia (Shanghai)

Purchasing volume: 1.2 billion euros, responsible for 200 employees in China, India, Japan, Korea, Vietnam, and Thailand

2004 to 2008

Head of Procurement // Danfoss Group China (Peking)

established 3 purchasing offices, increased purchasing volume by 1,000 percent within four years, introduced qualified new suppliers and achieved savings above target

2002 to 2003

CFO und Vize-CEO China // SIG Combibloc (Shanghai)

establishment of packaging production and several sales offices in China, business processes and tools (SAP)

2001 to 2002

Global Procurement Director // Danfoss, Refrigeration Control, HQ DNK)

1996 to 2001

VP Administration (CFO, HR, Logistics, IT) // Danfoss China (Beijing)

1991 to 1996

CFO / BU Controller

Danfoss Hydraulic Division, Denmark (5 plants in Denmark & USA)

1985 to 1989

Projektmanager // Dean & Wood UK (Danfoss subsidiary in England)

1980 to 1984

Controller // Danfoss Compressor GmbH in Germany & Denmark