

## Curriculum Vitae

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### Personnel data

Born on 22/11/1971 in Freyung (Germany)  
Marital status: married  
Children: daughter born on 08/01/2019  
Nationality: German

### Professional experience

- 01/2019-today** SJL Management & Consulting, Munich, Interim Management & Management Consulting Industry, 2 employees, Purchasing/Procurement/Supply Chain Management, **Owner & Interim Executive:**
- develop and deploy purchase organisations local, regional, and global of SMEs & MNEs
  - drive purchase organisations toward performance KPIs for CSF of business
  - develop and implement cost saving programs
  - build and develop (train, coach, and mentor) purchase teams
  - consulting and training of purchase best practice and theory
  - develop and implement strategic purchasing
  - initiate and support supply taskforces
- self-employed
- 09/2019-03/2022** Zarges Holding GmbH (part of Werner Co.), Weilheim, Manufacturing Industry, approx. 6,000 employees globally, Global Procurement, **Director Procurement Europe (Direct: Aluminum, Mechatronics, Plastic, Steel, Castings, Fasteners, Assemblies, Paint/Painting, Packaging, Labeling, Purchased Finished Goods, Wood, Wheels, Spares; Indirect: all; Spend: >USD200M):**
- development and implementation of a procurement organisation in Europe
  - spend budget responsible for more than 10 production plants and regional distribution centers in Europe
  - cost savings budgeting and rolling forecast by category
  - lead development and deployment of category strategies
  - development and deployment of the Lead-Buyer role for the region
  - program cost target achievement before SOP
  - introduce the NPD Buyer role for the region
  - lead actions for cost savings (e.g. negotiation, standardisation, VEVA/Design to Cost, BCCS, SCM, benchmarking, MoB, buy & resale, market analysis, relocation, outsourcing, insourcing, consolidation)
  - implement E-Procurement and Procurement-Tools
  - build of SSC in Hungary (i.e. NPD, Commodity, and Supplier Quality function)
  - initiate global sourcing
  - lead of more than 60 Purchasing Managers, Regional Lead Buyers, Supervisors Supplier Quality, Supplier Quality Engineers, Commodity Buyers, NPD Buyers, Planner Buyers also professional (i.e. dotted line)
- proxy i.V.

12/2015-06/2019	<p>Agfa-Gevaert HealthCare GmbH, Munich, Medical Device Industry, approx. 10,000 employees globally, Global Shared Services Purchasing, <b>Global Category Manager &amp; Purchasing Manager Imaging (Direct: Electrics/Electronics, Mechatronics, Resin/Plastics, Optics, Metal/Metals, Fasteners, Fabric/Cut &amp; sew, Glue, Paint, Packaging, Labeling, OEM, Wood, Spares; Indirect: all; Spend: &gt;EUR350M):</b></p> <ul style="list-style-type: none"> <li>-development and implementation of an Imaging Business Division purchase organisation in Europe and Asia</li> <li>-spend budget responsible for 5 production plants in Europe and Asia</li> <li>-PPV budgeting and rolling forecast by category</li> <li>-lead development and implementation of category strategies</li> <li>-development and implementation of a Lead-Buyer-Concept</li> <li>-program cost target achievement before and after SOP until EOSL</li> <li>-lead actions for product cost optimisation (e.g. negotiation, standardisation, VEVA, BCCS, SCM, benchmarking, MoB, buy &amp; resale, market analysis, relocation, outsourcing, insourcing, consolidation)</li> <li>-implement E-Procurement</li> <li>-global sourcing</li> <li>-lead of more than 30 Purchasing Managers, Supervisors Supplier Development, Supplier Development Engineers, Buyers, Planner Buyers also professional (i.e. dotted line)</li> </ul> <p>-procurement ppa.</p>
07/2010-11/2015	<p>Visteon Deutschland GmbH, Berlin, Automotive Industry, approx. 26,000 employees globally, Purchasing Interiors Product Group, <b>Purchasing Manager BU (Direct: Electrics/Electronics, Resin/Plastics, Metal, Fasteners, Covering, Cut &amp; sew, Glue, Paint; Indirect: all; Spend: &gt;USD500M):</b></p> <ul style="list-style-type: none"> <li>-development and implementation of a Business Unit (BU) purchase organisation in Europe</li> <li>-spend budget responsible for more than 10 production plants and focused factories in Europe</li> <li>-Econ budgeting and rolling forecast by plant</li> <li>-lead development and implementation of commodity strategies</li> <li>-program cost target achievement</li> <li>-lead actions for product cost optimisation (e.g. negotiation, standardisation, substitution, resourcing, VEVA, BCCS, SCM, benchmarking, MoB, buy &amp; resale)</li> <li>-lead of 37 Commodity, Program, VGSS Buddy and Operations Buyers as well as Supplier Quality Engineers also professional (i.e. dotted line)</li> </ul>
04/2007-06/2010	<p>Schefenacker Group Services GmbH (then Visiocorp Group Services GmbH), Stuttgart and Schwaikheim, Automotive Industry, approx. 8,000 employees globally</p>
10/2008-06/2010	<p>Corporate Quality Mirror, Lighting and Sound Systems, <b>Corporate Quality Manager:</b></p> <ul style="list-style-type: none"> <li>-central coordination and optimisation of the group quality management system according ISO/TS 16949:2002</li> <li>-internal and external audit coordination (planning, performing, root cause and corrective actions)</li> <li>-implement process management software globally</li> </ul>
04/2007-06/2010	<p>Global Purchasing Mirror, Lighting and Sound Systems, <b>Global Commodity Manager (Resin/Plastics, Wire harnesses, Heaters, LEDs, Bulbs, PCBAs; Spend: &gt;EUR200M):</b></p> <ul style="list-style-type: none"> <li>-development, implementation of strategies and preparation of budgets per commodity and region (NA, Europe, AP)</li> <li>-negotiation, finish of local, regional and global contracts</li> </ul>

	<ul style="list-style-type: none"> <li>-drive of actions for product cost optimisation (e.g. standardisation, VEVA, LCCS, BCCS, SCM, benchmarking, make or buy)</li> <li>-strategic supplier nomination, development and evaluation</li> <li>-development and implementation of a regional lead buyer organisation per commodity as well as processes and systems</li> <li>-professional lead of 15 Lead Buyers</li> <li>-proxy i.V.</li> </ul>
<b>12/2002-03/2007</b>	Autoliv B.V. & Co. KG, Dachau, Automotive Industry, approx. 46,000 employees globally
05/2004-03/2007	Core Purchasing Airbag Systems, <b>Technical Buyer</b> <b>Commodity/Serial/Project (Electrics/Electronics, Resin, Plastics, Metal; Spend: &gt;EUR100M):</b> <ul style="list-style-type: none"> <li>-global <b>Lead Buyer function</b> at local suppliers</li> <li>-collaboration, nomination within strategic definition of supplier portfolio</li> <li>-supplier evaluation and development</li> <li>-collaboration within global coordination and optimisation of purchasing activities and processes</li> </ul>
12/2002-04/2004	Serial Purchasing Airbag Systems, <b>Technical Buyer Serial (Plastics):</b> <ul style="list-style-type: none"> <li>-contract negotiations for budget, confidential agreement, development, frame agreement and tool leasing</li> <li>-responsibility for cost development of serial parts (e.g. VEVA projects)</li> <li>-forecasting and budgeting across plants</li> <li>-supplier quality engineering (e.g. supplier audits, PPAP approval)</li> </ul>
<b>09/1999-12/2002</b>	C.F. GOMMA Deutschland GmbH, Garching, Automotive Industry, approx. 6,000 employees globally, executive support BU Brake Hoses and Systems, <b>Assistant to the General Manager:</b> <ul style="list-style-type: none"> <li>-purchase management (RFQs, market analysis, benchmarking) for direct and indirect material, as well as CAPEX for equipment and tools; <b>Spend: &gt;EUR 50M</b></li> <li>-sales and marketing management globally and for BU (presentation of the group, benchmarking, customer projects for product innovations, market studies)</li> <li>-implementation and training of project management</li> <li>-performing of internal audits according ISO/TS 16949</li> <li>-representation of the Managing Director at projects and reporting to the head office</li> <li>-professional lead of 120 employees</li> </ul>
<b>10/1996-08/1999</b>	IMSI GmbH, Haar, Software Industry, approx. 500 employees globally
05/1997-08/1999	BU Consumer and Business Products, <b>Operations Manager:</b> <ul style="list-style-type: none"> <li>-purchase of components and commodities in Europe and USA; <b>Spend: &gt;USD 20M</b></li> <li>-material planning, order processing, and forecasting (inbound)</li> <li>-import and export processing</li> <li>-order processing for Europe, Middle East and Africa (EMEA) to retail and wholesale (outbound)</li> <li>-planning and controlling of product assembly and warehouse (throughput)</li> <li>-lead of 15 employees</li> </ul>
10/1996-04/1997	Executive support, <b>Assistant to the General Manager:</b> <ul style="list-style-type: none"> <li>-building up the department materials management</li> </ul>
<b>02/1995-09/1996</b>	F.W.Woolworth Co. GmbH, Berlin and Munich, Retail, approx. 20,000 employees in Germany, department Management Trainees to the Managing Director, <b>Assistant to the Managing Director:</b> <ul style="list-style-type: none"> <li>-warehouse logistic (receiving, controlling, in bound and out bound storage)</li> <li>-store logistic (material planning and goods presentation)</li> </ul>

- office organisation (ERP system, sales analysis, store analysis, POS system, central communication)
- material planning via central purchase offices
- store supervision and controlling
- professional lead of 100 employees

**03/1993-12/1994**

Bohus & Ranftl Gruppe, Oberschleißheim, Automotive Industry, approx. 150 employees, department Model, Mould and Die Production, **Production Model Maker:**

- project related tasks
- 3D measuring, checking and evaluation
- ur model and cubing production, tool and mould production, knock model and body model production, foundry model production
- prototyping

## Study and education

18/09/2020

**Master of Business Administration (Henley)**

09/2009-09/2020  
(6 years break)

Executive MBA at Henley Business School - University of Reading in UK, subject General Management, assignments by special subjects (Dissertation with B grade) with practical business implementation

23/03/2006

**Master of Industrial Engineering / Diplom-Wirtschaftsingenieur (FH)**

07/1999-03/2006

Studies of industrial engineering at University of Applied Sciences in Hamburg, special subjects in business management and industrial management and engineering, assignments in: presentation, group work, production synchronous procurement and c part management (Diploma Thesis with A grade), with practical business implementation

25/06/1999

**Bachelor of Purchasing and Materials Management / Fachkaufmann für Einkauf/Materialwirtschaft (IHK)**

07/1997-06/1999

Studies of purchasing and materials management at BME e.V. in Frankfurt

28/02/1993

**Production Model Maker / Produktionsmodellbauer (HWK)**

09/1989-02/1993

Bohus & Ranftl Gruppe, Oberschleißheim, vocational training to a model maker with country award

## Military service and school

04/1993-03/1994

Military service, 5. Pionierlehrbataillon 220, Munich

21/07/1989

Secondary school certificate in special subjects mathematics and physics at Carl-von-Linde-Realschule in Munich

## Professional education and membership

03/2021

Remote, 2020 Kevin Mitnick Security Awareness Training

10/2020

Remote, Price Analysis for fast Profits with focus to Break-Even-Discussion

09/2020

Remote, Fit for Video Conferencing and Negotiations "Close the Gap"

11/2019

AOK in Weilheim, Stress Resilience with positive Psychology

09/2017

TUM in Munich, Disease Management

03/2017

Apollo in Morsel, Risk Management

09/2014

BME Akademie in Frankfurt, Development of Commodity specific Strategies in indirect Purchasing

04/2012

SAS Soufflot at Berlin, Just Do It & Do it now

12/2010

SAS Soufflot at Lille, Time & Priority Management

11/2007

Schefenacker Business School at Paris, International Project Management

04/2006

EIPM (European Institute of Purchasing Management) at Geneva, Strategic Financial Analysis training

10/2005

Karrass Worldwide in London, Effective Negotiating course

10/2004

EIPM at Geneva, Strategic Portfolio Management training

07/2004

costdata AG in Cologne, Purchase Controlling

04/2004

EIPM at Geneva, Cost and Value Management training

04/2000	RKW SACHSEN in Chemnitz, <b>Quality Management Representative – internal Audit</b> course
09/1993-12/1993	Verband Deutscher Eisenbahnfachschulen in Munich, <b>CAD Engineer</b> course
Since 01/2024	Dachgesellschaft Deutsches Interim Management e.V. ( <b>DDIM e.V.</b> ), membership
Since 07/2009	Verein Deutscher Ingenieure e.V. ( <b>VDI e.V.</b> ), membership
Since 07/2008	Deutsche Gesellschaft für Qualität ( <b>DGQ e.V.</b> ), membership
Since 07/1999	Verband Deutscher Wirtschaftsingenieure ( <b>VWI e.V.</b> ), membership
Since 01/1998	Bundesverband für Materialwirtschaft, Einkauf und Logistik e.V. ( <b>BME e.V.</b> ) - Member of International Federation of Purchasing and Supply Management, membership

### **Additional qualification**

Languages:	German (native) English (fluent) French (basic)
Computer literacy:	Windows (good) MS Office (very good) MS Project 2000 (very good) Lotus Notes (good) AutoCAD 9.0 (good) costdata (good) ELITE, Solomon IV, Mesonic VI, Oracle 10.7, Navision-Financials (all good) SAP S/4HANA MM, QAD MFG/Pro, WIPS/CMMS (all basic) N5-Solutions (good) BravoSolution, Sievo (all very good)
Publications:	1st edition 2004, Discuss the dependancy of communication and decision-making in groups and link it back to organsational 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

Munich, 01/01/2024