

Martin Hopf Interim Manager

Executive in global Procurement



Driving global direct & indirect procurement and CapEx, I support managing directors and executives in delivering measurable P&L impact through efficient procurement (8-12% value contribution).

Make your procurement a growth driver!

Professional Experience

- Independent Professional since 2024. Focus: B2B Growth & Transformation (Procurement)
- 30+ years professional experience B2B (international corporate, SME)
- 13+ years professional experience in global B2B procurement Directs & Indirects (e.g. IT, Professional, Finance, Travel & HR Services, etc.)
- 4+ years professional experience CapEx (construction services, mechanical and plant engineering, VOB, HOAI)
- Post-Merger, Restructuring and global procurement projects
- Industries: Chemical, Automotive, Pharma, MarineTech and Automation
- Strong personal and intercultural competencies

Areas of Expertise

- ✓ Create sustainable value for money and deliver immediate results of 8-12%.
- ✓ Create clarity and transparency and manage spend and cash efficiently.
- ✓ Implement effective, sustainable E2E-processes, incl. performance tracking.
- ✓ Lead international, functional project teams (up to 10 employees)
- ✓ Manage international procurement projects, including mechanical/plant engineering and construction services in accordance with VOB/HOAI and CapEx investments.
- ✓ Building up sustainable supplier relationships and ensure your security of supply.
- ✓ 360° view of purchasing with a focus on customer orientation.



Personality > Martin Hopf

- Languages: German (native language), English (business fluent)
- High integrity,
- High degree of reliability and strong hands-on & can-do mentality;
- Team player, communicative and assertive, entrepreneurial thinking,
- Strong technical (process and product) understanding in an industrial production environment.
- Member of DDIM – Dachgesellschaft Deutsches Interim Management e.V.

Contact

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