



# CURRICULUM VITAE

## PERSONAL INFORMATION

Date & Place of Birth: 20<sup>th</sup> May 1980  
in Oberhausen, GER

Marital status: single

Nationality: German

## LANGUAGE SKILLS

German ★★★★★

English ★★★★★☆

Turkish ★★★★★☆

## QUALIFICATIONS & STRENGTHS

- Interim Management
- Leadership & Excellent Stakeholder Management
- Operative & Strategic Procurement Expert
- Post Merger Integration (M&A)
- Critical Part Management / Escalation Management
- Excellent Negotiations Skills
- Cost Cutting & Target Costing
- Supplier (Quality/Risk) Management
- Very good Communication & Presentations Skills
- Long Term International Experience
- Project Management & Problem Solving Approach

## WORK AT A GLANCE



## INDUSTRY EXPERIENCE

- Automotive Industry
- Pharma Industry
- Semiconductor industry
- Oil & Gas
- Telecommunication
- Industrial Manufacturing
- Lighting Manufacturing

## IT SKILLS

- Microsoft Office ★★★★★
- Product Lifecycle Management System ★★★★★
- SAP ★★★★★☆
- Coupa - Procure-to-Pay Solution ★★★★★☆
- Kreo - Supply ★★★★★☆

## SPARE TIME

Sports: Football, Basketball & Working Out  
Books & Travel

## SELECTED ACHIEVEMENTS

- 2023: Critical Part Manager - Semiconductor
- 2022: Successful completion of first interim Project.
- 2018-2021: Managing annual purchasing spend of 150m € with an average saving of yearly 7,9m €.
- 2017: Development of a smart production ramp down plan in Munich for an plant in India.
- 2015/2016: Completion of post merger integration for GSK & Novartis in Istanbul.
- 2014-2016: Management Consulting Start-Up for KPMG Turkey
- 2009-2012: Successful launch of three automotive projects on target cost for Dräxlmaier Group.

## INTERNATIONAL ASSIGNMENTS

- 03/2017 – 10/2017 Bern, Switzerland (Project)
- 12/2014 – 12/2016 Istanbul, Turkey (Expat)
- 02/2014 – 09/2014 Johannesburg, South Africa (Project)
- 09/2009 – 12/2012 Duncan-SC, USA (Expat)

**PROFESSIONAL EXPERIENCE****Interim Management – Procurement, Supplier Management, Project Management****Self Employed****10/2021 – present****Critical Parts Manager (Interim) - Automotive****Eberspächer Controls Landau GmbH & Co. KG / Landau****02/2023 – 12/2023**

In this role I reported to the Purchasing Director who needed support in challenging delivery situations of semi-conductors and escalation management towards customers and suppliers.

- Managing two special projects and delivering operational support.
- Ramp-Up of a new carline for a German vehicle manufacturer.
- Escalation Management for a global vehicle manufacturer and managing the delivery of semiconductors with the respective suppliers due to a recall-campaign.
- Responsible for range list updates, special cost, broker cost & purchasing decisions,
- Cross-functional and international management of challenging situation along the supply chain.

**Director Purchasing (Interim) – Germany****U-Shin Deutschland Zugangssysteme GmbH / Munich****11/2021 – 09/2022**

For a leading manufacturer of automotive access systems, I managed the German purchasing department (8 FTEs) with an annual spend of 60m € for direct & indirect categories with direct report to the General Manager.

- Identification of material price increases of the recent years with the aim of passing these cost on to OEMs.
- Definition & implementation of local purchasing strategy in cooperation with the commodity managers.
- Managing of supplier insolvencies and force major topics across all suppliers.
- Responsible for supplier selection for direct and indirect categories.

**Director Project Purchasing & Production Equipment****Megatech Industries / Munich****12/2018 – 09/2021**

The development of a strategic approach and operational execution to the corporate procurement & material management requirements of direct / indirect goods (production tools & equipment) was my main responsibility.

- Disciplinary lead of an international team: 4 project buyers, 3 capex buyers & 3 supplier quality engineers.
- Responsible Procurement Spent: 150m € annual (CAPEX & OPEX) & direct report to the Chairman.
- Responsible Acquisition Projects Procurement Spent: 850m € annual (CAPEX & OPEX)
- Identification & lead of cost saving initiatives for various categories within the organization: average annual saving of 7 % of annual spent.
- Leading supplier audits, evaluation, phase out and negotiation's.
- Responsibility for supplier decisions / management & supplier quality / development (APQP & PPAP) in the pre-serial phase and leading of supplier negotiations, escalations & steering committees / task force teams.
- Design, development & implementation of new procurement organization.
- Management of current procurement policies & procedures, supplier relationship and contract management.
- Implementation of Digitalization solutions (eSourcing, ePPAP, spend management, contract management, etc.)
- Categories: Plastic Injection parts & tools, Injection molding machines, press lamination & edge folding machines / tools, welding equipment, surface treatment equipment, glue applications, secondary equipment, engineering services, cinematic parts, aluminum parts and C-part management.

**PROFESSIONAL EXPERIENCE****Associate Director / Senior Manager, Operations Consulting****KPMG / Germany & Turkey****12/2013 – 03/2018**

I was responsible for running procurement projects across different categories & spend areas for companies around the globe. Saving initiatives & "quick wins" were identified, and future procurement strategies were developed. Besides my main practice in procurement, I also managed a complex Post-Merger-Integration project in Turkey.

Main Practice: Business Development & Strategy, Procurement & Cost Cutting, S&OP, Post-Merger Integration and Quality & Process Management. Various publication (SCM, Industry 4.0 and Procurement).

**KPMG Germany / Munich****01/2017 – 03/2018****and 12/2013 – 11/2014**

- Functional & disciplinary lead of 5 consultants
- Procurement assessments for indirect spend with a Swiss telecommunication company in Bern, CH
- Ramp down plan of the Asian production site of a German Heavy Vehicle Manufacturer in Munich, GER
- Procurement cost cutting within a time period of 6 month for British Petroleum in Johannesburg, SA
- Procurement cost cutting project with a manufacturer of professional lighting systems in Dornbirn, AUT

**KPMG Turkey / Istanbul****12/2014 – 12/2016**

- Functional & disciplinary lead of 10 consultants
- Business Development & start-up of a Management Consulting for KPMG Turkey
- Post-Merger Integration Manager – GlaxoSmithKline & Novartis in Istanbul, TUR
- Operational Blue-print – new factory for a Turkish Heavy Vehicle Manufacturer – BMC in Izmir, TUR

**Senior Process Consultant, Global Operations (Inhouse Consulting)****Dräxlmaier Group, Vilsbiburg / Germany****01/2013 – 10/2013**

In this role I reported to the global Board of Procurement / Quality. Responsible for strategic projects I developed and executed together with a selected team an efficiency increasing road map for the respective functions.

**Projects & Responsibilities:**

- Business Process analysis and improvement
- Cross functional development of Design-to-cost approach
- Optimisation of functional cost in operational areas

**Senior Project Manager Procurement – Interieur Systems****Dräxlmaier Automotive of America, Duncan SC / USA****12/2008 – 12/2012**

As a Senior Project Manager Procurement, I was responsible for all procurement related topics (direct & indirect goods) in international projects. Main OEM projects: BMW & GM

**Selected Projects & Responsibilities:**

- Functional Lead of 4 direct Buyers, 4 indirect buyers & 4 Supplier Quality Engineers.
- Project organisation planning / controlling (Time, Cost & Quality) & Product Change Management
- Development of category strategies in alignment with respective buyer
- Managing supplier tender / selection for direct & indirect spend; Leading Target Costing initiatives (VE/VA)
- Supplier Management / Supplier Risk Management, Supply Chain planning, APQP & PPAP

## **PROFESSIONAL EXPERIENCE**

### **Project Buyer Interior Systems / Management Trainee – Interieur Systems**

**Dräxlmaier Group, Vilsbiburg / Germany**

**06/2006 – 12/2008**

- 9 Month of management trainee program in the area of procurement
- Responsible for cost, time and quality of purchase components in selected projects )
- Execution of tenders based on technical documents according to customer requirements
- Requesting, verifying & negotiating of offers, creation of cost comparisons & preparation of supplier decisions
- Active member of product change management

## **EDUCATION**

### **Studies of Business Administration (BA)**

**University of Applied Sciences in Landshut, Germany**

**10/2001 – 03/2006**

**Main Subject:** Economic computer science & Controlling

**Grade:** 2.0 (German grading system) - German Diploma (equivalent to Master degree)

#### **Diploma Thesis**

**BMW Group / Munich, Germany**

**03/2005 – 09/2005**

**Business Unit:** Procurement - Total Vehicle Projects

**Topic:** „Outsourcing of full/complete vehicle projects in the West European Automotive industry –history, strategy and future development tendencies.“

**Grade:** 1.0 (German grading system)

#### **Semester Abroad - ERASMUS**

**HZ Zeeland in Vilssingen, Netherland**

**09/2005 – 02/2006**

**Main Subject:** International Business & Management studies