

Curriculum Vitae

Stefan Johann Leirich

Unterhachinger Str. 11a
D-81737 Munich
Tel.: +49 (0) 89 910 49 402
Fax: +49 (0) 89 910 49 401
Mobile: +49 (0) 173 34 75 717
E-Mail: leirich@sjl-mc.com
Web page: www.sjl-mc.com

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** Agfa-Gevaert HealthCare GmbH, Munich, Medical Device Industry, approx. 10,000 employees globally, Global Shared Services Purchasing, **Global Category Manager & Purchasing Manager Imaging (Direct: Electrics/Electronics, Mechatronics, Resin/Plastics, Optics, Metal/Metals, Fasteners, Fabric/Cut & sew, Glue, Paint, Packaging, Labeling, OEM, Wood, Spares; Indirect: all; Spend: >EUR350M):**
 -development and implementation of an Imaging Business Division purchase organisation in Europe and Asia
 -spend budget responsible for 5 production plants in Europe and Asia
 -PPV budgeting and rolling forecast by category
 -lead development and implementation of category strategies
 -development and implementation of a Lead-Buyer-Concept
 -program cost target achievement before and after SOP until EOSL
 -lead actions for product cost optimisation (e.g. negotiation, standardisation, VEVA, BCCS, SCM, benchmarking, MoB, buy & resale, market analysis, relocation, outsourcing, insourcing, consolidation)
 -implement E-Procurement
 -global sourcing
 -lead of more than 30 Purchasing Managers, Supervisors Supplier Development, Supplier Development Engineers, Buyers, Planner Buyers also professional (i.e. dotted line)
 -procurement ppa.
- 07/2010-11/2015** Visteon Deutschland GmbH, Berlin, Automotive Industry, approx. 26,000 employees globally, Purchasing Interiors Product Group, **Purchasing Manager BU (Direct: Electrics/Electronics, Resin/Plastics, Metal, Fasteners, Covering, Cut & sew, Glue, Paint; Indirect: all; Spend: >USD500M):**
 -development and implementation of a Business Unit (BU) purchase organisation in Europe
 -spend budget responsible for more than 10 production plants and focused factories in Europe
 -Econ budgeting and rolling forecast by plant
 -lead development and implementation of commodity strategies
 -program cost target achievement
 -lead actions for product cost optimisation (e.g. negotiation, standardisation, substitution, resourcing, VEVA, BCCS, SCM, benchmarking, MoB, buy & resale)
 -lead of 37 Commodity, Program, VGSS Buddy and Operations Buyers as well as Supplier Quality Engineers also professional (i.e. dotted line)
- 04/2007-06/2010** Schefenacker Group Services GmbH (then Visiocorp Group Services GmbH), Stuttgart and Schwaikheim, Automotive Industry, approx. 8,000 employees globally
- 10/2008-06/2010 Corporate Quality Mirror, Lighting and Sound Systems, **Corporate Quality Manager:**
 -central coordination and optimisation of the group quality management system according ISO/TS 16949:2002
 -internal and external audit coordination (planning, performing, root cause and corrective actions)
 -implement process management software globally
- 04/2007-06/2010 Global Purchasing Mirror, Lighting and Sound Systems, **Global Commodity Manager (Resin/Plastics, Wire harnesses, Heaters, LEDs, Bulbs, PCBAs; Spend: >EUR200M):**
 -development, implementation of strategies and preparation of budgets per commodity and region (NA, Europe, AP)
 -negotiation, finish of local, regional and global contracts

- drive of actions for product cost optimisation (e.g. standardisation, VEVA, LCCS, BCCS, SCM, benchmarking, make or buy)
- strategic supplier nomination, development and evaluation
- development and implementation of a regional lead buyer organisation per commodity as well as processes and systems
- professional lead of 15 Lead Buyers
- proxy i.V.

- 12/2002-03/2007** Autoliv B.V. & Co. KG, Dachau, Automotive Industry, approx. 46,000 employees globally
- 05/2004-03/2007 Core Purchasing Airbag Systems, **Technical Buyer**
Commodity/Serial/Project (Electrics/Electronics, Resin, Plastics, Metal; Spend: >EUR100M):
- global **Lead Buyer function** at local suppliers
 - collaboration, nomination within strategic definition of supplier portfolio
 - supplier evaluation and development
 - collaboration within global coordination and optimisation of purchasing activities and processes
 - professional lead of 10 Buyers local, regional and global
- 12/2002-04/2004 Serial Purchasing Airbag Systems, **Technical Buyer Serial (Plastics):**
- contract negotiations for budget, confidential agreement, development, frame agreement and tool leasing
 - responsibility for cost development of serial parts (e.g. VEVA projects)
 - forecasting and budgeting across plants
 - supplier quality engineering (e.g. supplier audits, PPAP approval)
- 09/1999-12/2002** C.F. GOMMA Deutschland GmbH, Garching, Automotive Industry, approx. 6,000 employees globally, executive support BU Brake Hoses and Systems, **Assistant to the General Manager:**
- purchase management (RFQs, market analysis, benchmarking) for direct and indirect material, as well as CAPEX for equipment and tools; **Spend: >EUR 50M**
 - sales and marketing management globally and for BU (presentation of the group, benchmarking, customer projects for product innovations, market studies)
 - implementation and training of project management
 - performing of internal audits according ISO/TS 16949
 - representation of the Managing Director at projects and reporting to the head office
 - professional lead of 120 employees
- 10/1996-08/1999** IMSI GmbH, Haar, Software Industry, approx. 500 employees globally
- 05/1997-08/1999 BU Consumer and Business Products, **Operations Manager:**
- purchase of components and commodities in Europe and USA; **Spend: >USD 20M**
 - material planning, order processing, and forecasting (inbound)
 - import and export processing
 - order processing for Europe, Middle East and Africa (EMEA) to retail and wholesale (outbound)
 - planning and controlling of product assembly and warehouse (throughput)
 - lead of 15 employees
- 10/1996-04/1997 Executive support, **Assistant to the General Manager:**
- building up the department materials management
- 02/1995-09/1996** F.W.Woolworth Co. GmbH, Berlin and Munich, Retail, approx. 20,000 employees in Germany, department Management Trainees to the Managing Director, **Assistant to the Managing Director:**
- warehouse logistic (receiving, controlling, in bound and out bound storage)
 - store logistic (material planning and goods presentation)

- 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 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
 (6 years break)

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 Mortsel, 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, Quality Management Representative – internal Audit course
09/1993-12/1993	Verband Deutscher Eisenbahnfachschulen in Munich, CAD Engineer course
Since 07/2009	Verein Deutscher Ingenieure e.V. (VDI e.V.), membership
Since 07/2008	Deutsche Gesellschaft für Qualität (DGQ e.V.), membership
Since 07/1999	Verband Deutscher Wirtschaftsingenieure (VWI e.V.), membership
Since 01/1998	Bundesverband für Materialwirtschaft, Einkauf und Logistik e.V. (BME e.V.) - 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, 01/11/2023