OLIVER BUCHWALD

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P R O F I L E

Personal	57 years old, German nationality, married, one daughter
Education	Degree in Mechanical Engineering
Industries	Automotive: manufacturing, developing and consulting Services: parking management Wholesale: building materials
Commodities	Production: body, paint, exterior, powertrain, electronics, chassis Non-Production: machinery, tools, soft-/hardware, energy, fleet, building materials, IT-/telecommunication and facility services
Successes	Driving continuous improvement in results: - supplier negotiations lead to 1.5 m€ per year - early integration and competition saves 15 % per year Initiating structural cost optimization: - bundling from 300 facility service Providers to 6 saves 50% cost - pushing new ESP technology into a phase-out model saves 40% price Implementing cloud-based procurement system internationally: - transparent, simplified and accelerated purchase-to-pay process
Competences	Development of value-oriented strategies result-oriented execution in collaboration with the stakeholders Shaping efficient performance processes of cross-functional business processes with clear KPI Management of necessary change and transformation from start-up companies to well-established firms with subsidiaries Leading internationally successful with open team culture based on target agreements, personal feedback and development Effective project management and digitalization in process optimization (Kaizen) and system / KI implementations
Languages	German: native fluency English: fluent French: basic

PROFESSIONAL EXPERIENCE

2018 – present **Kemmler Baustoffe GmbH, Tübingen**
Market leader in wholesale building materials, 1,400 employees, 550 m€
Managing Director Procurement (Vertriebsservice GmbH)
450 m€ procurement volume, 17 employees
- Top-supplier negotiations with 1.5 m€ on-top results
- Procurement strategy, target (KPI) and personal development

2017 – 2018 **h&z Unternehmensberatung AG, München**
Consultancy for a construction machinery OEM, 2.200 employees, 750 m€
Senior Consultant Procurement (interim)
- Enhanced security of supply for production and reduced delivery lead-time from average 30 days to 10 days through supplier negotiation

2009 – 2017 **APCOA PARKING Holdings GmbH, Stuttgart**
Market leader in parking space management, 5,000 employees, 700 m€
Director Group Procurement
100 m€ procurement volume, 10 employees in 6 countries
- Procurement strategy and aims leading to average savings of 10% p.a.
- Bundling from 300 to 6 maintenance suppliers reduced costs by 50%

2005 – 2009 **MB-technology GmbH, Sindelfingen**
Automotive engineering and consulting, 3,000 employees, 300 m€
Director Procurement
100 m€ Procurement Volume, 10 employees
- Negotiated central purchasing requirements and realized 30% savings through procurement of vehicle test bench
- Implementation of SAP/R3-MM and system-based procurement process

1996 – 2005 **smart GmbH, Böblingen**
Automotive manufacturer of Daimler AG
2,000 employees, 2 bn€ sales

2003 – 2005 **Senior Manager Procurement Services**
180 m€ procurement volume, 20 employees in 4 teams, Germany and France
- Purchasing of equipment and services for development and production with average savings of 15% through early integration
- Implemented functional procurement strategy, balanced scorecard and project structure for the collaboration with Netherlands and Brazil

2001 – 2003 **Manager Procurement Chassis & Powertrain Systems**
500 m€ procurement volume, 12 employees
- Contract negotiations with Mitsubishi Motors for smart in Japan (150 m€)
- Achieved 40% price advantage by pushing up new ESP technology

1999 – 2001 **Manager Procurement Body Systems & Information Processing**
250 m€ procurement volume, 9 employees
- Integrated procurement into the product engineering process
- Built up value analysis organisation and reduced scrap from 15% to 3%

1996 – 1998 **Buyer Body & Exterior Systems**
- Negotiated contracts and optimized costs by 1 m€ with system partners through benchmarks, counter calculations and negotiations

1992 – 1995 **Daimler-Benz AG, Stuttgart**
Automotive manufacturer, 200,000 employees, 100 bn€ sales
Buyer Printed Goods and Direct Marketing
- Introduced standardisation for small, printed goods and accelerated procurement process by 6 weeks