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### **2023/2024 : Purchasing & Procurement manager at WestRock Chateauroux**

Targets are link to the business's growth from 20m€ to 75m€ with 3 years at WestRock, the traditional suppliers panels is too low with totally 40m€ all suppliers.

I already developed 8 new big partners with 77m€ all together to increase the subcontractors' capacities.

4 of them are based in east of Europe to save cost, to reduce the machine PRU, to increase the WestRock margins.

This work reduces the current dependencies at the local suppliers and improve the OTD (on time delivery)

My experiences in data analysis, in quality, in management, in industrial developments make great and fast results recognized at WestRock.

### **2019/2022 : Productivity director industrial operations at Sidel Overwrapping Lisieux**

Targets of the job is to find at company level all possible savings to improve the company margins, indicators developments, follow up and monthly reporting's to the group Board N+1 and N+2

The results have been awarded in 2021 as best Sidel plant on worldwide global results with 1,5m€ savings.

Global turn over of the business unit : 29m€ in 2021 / 24m€ forecasted in 2022

I managed all actions with transversal functions in the group as:

Finances/Engineering's/productions/methods/quality/indirect costs/sourcing cost reductions/2 mains east of Europe suppliers development

### **2017/2018 : Sourcing director at GeboCermex**

I recruited 3 purchasers for the Lisieux overwrapping business unit to manage the complete suppliers portfolio for costs/legal dependencies/quality/on time delivery/purchasing independencies for modules or sub-assemblies products

Yearly purchase portfolio volume 50m€

I was also charged transversally of 3 other purchasers to care the sub-assemblies cost/purchases independencies/quality/on time delivery/dependencies for 7 other Business units at GeboCermex

(4 in France/2 in Italy/1 in Portugal) Savings confirmed at 5m€

### **2013/2017 : international sourcing manager at Cermex Overwrapping Lisieux**

I was charged to research and to develop in best cost countries (east of Europe for the markets prospected) sub-assemblies or modules to reduce the machineries costs, to improve the company margins.

We have selected 2 main suppliers, one in Slovakia for electrical market and one in Ukraine for mechanical market.

Yearly purchase volume 10m€

The modules purchase strategies achieved a cost reduction of 2m€ in 3 years

We worked on their purchases independencies (indirect costs savings), on their delivery time at 95% and on their quality with a result at 98%.

### **2012 : Global purchaser at SIDEL Octeville sur mer Blowing division**

I was charged to care of the last Blowers developments with DDP target prices with our preferred Chinese partners to deliver both plants Beijing and Octeville sur mer.

I managed transversally the payment in Yuan (Chinese currency) from our French bank to the Chinese bank.

I was charged to find in parallel a second big strategic partner in East of Europe to avoid the currencies increases between the € and the Yuan in China during the financial crisis period started in 2009.

The purchase turn over to transfer in East in Europe was at 40m€. Targets were to save 20% with modules receptions completely assembled and adjusted ready to use. The market studies defined 3 potential partners based in Poland/Slovakia and in Ukraine.

### **2010/2011 : Transfer sourcing manager Sidel Beijing Blowing division**

During these 2 years, I was expatriated in the Sidel Beijing Plant to localize the complete blowers machines in China for the local markets.

KPI's were defined at 75% of the bill of material localized with cost reduction/quality/on time deliveries.

All targets have been reached and consolidated by finances department with a cost reduction of 40K€ per machines.

Yearly savings reached at 1.2m€

I reported by monthly meetings all KPI's to the Sidel Board.

I developed 12 major partners to deliver the quality/OTD for the Beijing plant with our forecast. 30 machines per year have been produced on this period.

I managed the local purchasing/quality and procurement teams with 15 people.

### **2008/2009 : Chinese strategic Partners development**

A partner contract development has been signed in 2007 between Sidel and a Chinese strategic partner. Many difficulties were there to produce and to assemble the mechanical modules with the very high level of dimensions precisions and materials with their treatments.

My mission was to support completely this project. I was 3 weeks per month in China. The results after 9 months were the complete qualification made by our French technical department with 25% of savings DDP in France.

Yearly savings achieved at 2,5m€

All of the targets have been achieved with the complete environment respects and child protections.

Within the last 12 years, the results confirmed by the head quarter are 36m€ savings minimum with the top level of the quality.

This partner has been awarded best Sidel supplier in 2018.

Sidel still continue in 2022 to use this partner for the most critical modules at their blowing machines for 10m€ yearly turn over.

### **1998/2007 : Suppliers auditors**

I was charged of the mechanical supplier's development for all Europeans partners based in France/Spain/Italy/Hungary/Belgium/UK/Poland and a bit in China.

I was working nearby an international purchaser.

During this long period, I developed myself to learn English, international business practices, contracts reviews, KPI's reviews.

### **1996/1997 : Sidel Malaysia development:**

I developed the partners needed for this Business unit in Malaysia. I was charged during this period of the purchase department to begin the activities there and to secure the quality at suppliers selected.

The production was 20 machines a year.



**1994/1995 : Mechanical controller for the prototype department**

I am now an expert to measure all possible dimensions/materials/treatments with all machines on the markets by 3D machine, Roughness, hardness...

**1987/1993 :**

Different companies Lebrun Honfleur (Sidel partner) Céralnor Pont L'Evêque (welded Wires Company) Hutchinson Montargis (automotive partner) Sotramex Montargis (automotive partner) Lad Jockey (Horses competitions)