

# Profile & Curriculum Vitae

Jeroen J.M. Wortelboer



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## Profile & Management Style

Qualified business manager specialised in continuous improvement of industrial, most international, businesses. This by aligning the organisation structure, the business processes, activities and human resources, with the management goals.

Furthermore specialised in realising purchasing goals such as the reduction of 'total cost of ownership', building up partnership relations with strategic suppliers, the outsourcing of non-value added processes and assuring part availability.

Key in my procurement approach is a 'spend' analysis, vendor classification, vendor evaluation, vendor relation management, the relationship of the purchasing organisation with their stakeholders.

My challenge is to achieve the improvements by taking the management responsibility. Thus, not only advising how to do it but executing the tasks in close cooperation with the business.

The most mentioned success factors mentioned in referrals are my target focus, my negotiations skills, my energy, my diplomacy, my sense for business relations and specialism.

## Education

Eindhoven University of Technology; Master degree in Industrial Engineering and Technology Management; graduated: 1988;

HTS Breda; Bachelor's degree in Mechanical Engineering; graduated: 1982;

German Language (1997), International Leadership (2001), Financials for non-financials (2002), Time Management (2005), EU directives on public Procurement (2009; NEVI); Master Entrepreneur (2011); Breakthrough to Success (2011); Chairman (2013)

## Experience

Interim Procurement Management

Interim Supply Chain Management

Management and execution of strategic procurement projects (Tenders)

Vendor management

## Acquisition

As of July, 1st 2007 I founded Acqvision. Acqvision is an independent interim management- en consultancy office specialised in bringing industrial businesses to a higher level of purchasing professionalism. Purchasing management, cost reduction programs, restructuring purchase organisations, streamlining of business processes, vendor relation management, supplier base management are examples of recent projects.

## Assignments

Position: Supply Chain Manager

Company: Tolsma Techniek B.V.

Period: January 2014 until now

Achieved: Established a recognized and respected new Supply Chain organization. An organization in which supply chain roles and responsibilities are clearly defined, people are selected for mostly new SC functions such as Buyers, Purchasing Manager, Stock Controllers and Production Planners. The employees are coached and developed to fit for the job. The introduction of a "sales and operations planning" (S & OP) is the basis on which the processes are aligned. The centralised purchasing organization which I established in the months prior to this assignment became an integral part of the Supply Chain organization. Due to this organisational change Tolsma is able to achieve their next stage of growth.

Position: Purchasing Manager

Company: Tolsma Techniek B.V.

Period: May 2013 - December 2013

Achieved: Established a centralised procurement department. A purchasing manager and buyers are recruited, their performance evaluated and further developed in the tender process, supplier management and best utilization of the ERP package. By this the availability of purchased parts has increased significantly and purchasing costs are reduced. This in combination with the selection and contracting of new suppliers Tolsma is able to move forward to achieve their sales ambitions.

Position: Procurement Project Leader

Company: Bavaria B.V.

Period: April 2013 – July 2013

Goal: Integration of Procurement into the business processes

Position: Category Manager

Company: Van Gansewinkel Groep B.V.

Period: July 2011- April 2013

Achieved: Introduced innovative supplier management, realised a transition in the organisation from supplier cost cutting to TCO cost reduction by supplier partnership. Introduced long term performance agreements

Position: Procurement Director a.i.

Company: Van Gansewinkel Groep B.V.

Period: August 2012- September 2012

Achieved: Design and start the implementation of a centralised procurement department to enable the maximum synergy advantages across the different Van Gansewinkel entities. Realised by getting the buy-in of the stakeholders and recruiting and building a procurement team that is fit for the job

Position: Supply Chain Manager a.i.

Company: DDVS B.V. (affiliate of Krauss-Maffei Wegmann)

Period: April 2011 – July 2011

Achieved: Continuity in the supply chain by managing the logistics and warehouse. Improved the shop floor control by visualising the progress in addition to the ERP planning.

Position: Senior Procurement Consultant

Company: Polymer Group Inc.

Period: February 2011 – April 2011

Achieved: Confidence of the PGI holding in USA for the approach to improve MRO contracting and NPR purchasing advantages.

Position: Interim Procurement Manager

Company: Syngenta

Period: September 2010 - December 2010

Achieved: The set-up of a procurement category strategy in order to maximise cost saving potential. Realised cost savings that exceeded the management expectation together with the procurement team. A team that increased in professionalism by having coached them on the job.

Position: Purchasing Consultant  
Company: Mercuur Logistics  
Period: January 2010 – September 2010  
Achieved: Acquisition identified and executed a purchasing cost reduction on no-cure no-pay basis.

Position: Interim Manager Purchasing  
Company: ABB  
Period: October 2007 – January 2008 (average 3 days a week)  
Achieved: Changed the Shared Service Organisation to a business process driven unit respected by the internal customers with a lean and constructive communication setup. Key elements were purchasing performance, processes, customer orientation, defining responsibilities & performance indicators

Position: Senior Consultant Organisation Strategy  
Company: ABB  
Period: October 2008 – January 2009 (average 1 day a week)  
Goal: Development of an organisation strategy for an independent ABB production unit. Based on this strategy a new organisation is implemented. Key elements were focus on the right products and markets, incorporate the concern strategy regarding low cost countries, clear responsibilities and peoples competences.

Position: Senior Consultancy Purchasing  
Company: ECOLAB  
Period: January, 2008 – December 2008 (average 2 days per week)  
Goal: Managing the transition to a centralised purchasing organisation, including supplier strategy. Managing the implementation of the procurement process into SAP and being the linking pin between the countries and the principal organisation. All related to equipment, blue prints, role mapping, involving and motivating people

Position: Manager Purchasing a.i.  
Company: Aldipress  
Period: July 2007 – January 2008 (average 2 days a week)  
Achieved: A purchasing cost reductions of 8,5% (target 5%). Main saving areas: ICT, catering, personnel in-house service, office supplies, factoring services etc.  
On the job coaching of procurement personnel

Position: Manager Supply Chain  
Company: Rieter Automotive Belgie N.V. en Rieter Automotive Nederland B.V.  
Period: November 2002 – June 2007  
Responsible: As MT Benelux member managing the departments Purchasing, Logistics and Warehousing including external warehouses in Belgium and Sweden.  
Achieved: Competitiveness in the market by advanced purchasing.  
Setup external warehouses, achieving lean internal organisation, respected by 2<sup>nd</sup> level managers, white and blue colour as well as MT colleagues

Position: Manager Tier II  
Company: Rieter Automotive Belgie N.V.  
Period: May 2001 – November 2002  
Responsibility: As MT member responsible for the department Tier II  
Achieved: Contributed to the fulfilment of Rieter's strategy as 'acoustic integrator'.  
Built up a multi discipline organisation to manage all outsourced products.  
Established and maintained strategic cooperation with competitors that highly contributed to the competitiveness of Rieter's business.  
Advanced purchasing in practise by using a well balanced approach of personal skills, experience and knowledge.  
Maintained a beneficial triangle relation between Customer (FORD), suppliers and Rieter.

Positions before May 2001  
Manager Inkoop & Logistiek (4 years); Rieter Automotive Nederland B.V.  
Head Logistics & IT (3 years); Vialle Autogassystemen B.V.  
Head Warehouse, SQA, receiving- & shipping administration (3 year); Vialle Autogassystemen B.V.  
Project leader Logistics (2 years) en Production Planner (1 year); Vialle Autogassystemen B.V.

### **Miscellaneous**

Chairman of the business network Stichting 2Connect

Giving lectures and workshops about different subjects like managing projects in foreign environments, optimising communications, working as independent consultant/interim manager.

### **Personal Interests**

Sports: mountainbike, field hockey & snowboarding

Technique: my classic Citroen DS

Medical: development in medical science

IT: Internet, PC hard- and software

