



Interim Procurement: Robby Vasil.
 Interim Manager Procurement
 Business Consultant Procurement
 Negotiation Trainer Procurement



Schranner AG
 Negotiation Trainer
 since 07/2020



BMW Negotiation Trainer
 Procurement Managers
 since 11/2017

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Director Procurement	5 years
Team Leader	3 years
Professional Buyer	19 years
Business Consultant	2 years
Negotiation Trainer	8 years
Automotive	4,5 years
Machines	3 years
Food	1 year
FMCG	4 years
Electronics	4 years
Print/Media	2 years
Construction	1,5 years

freelance projects	since 12/2018		construction 500 empl. € 100M t/o	Interim Director Procurement / CPO / Business Consultant long-term strategy development, strategy workshops, preparation & execution of negotiations, negotiation training, implementation of new procurement strategy, improving internal co-operation Procurement/Plant/R&D, new standard contracts
	2017-18 1 year		food 200 empl. € 60M t/o	Interim Director Procurement / CPO strategy workshop, price negotiations, negotiation training, coaching, realization of cost reductions, long-term strategy development, securing availability of materials, improvement of internal co-operation between Purchasing HQ/Plant/R&D
	2017 2 months		machines 1,000 empl. € 100M t/o	Business Consultant Procurement analysis & consolidation of group suppliers, evaluation of potentials for negotiation, preparation of negotiation strategies for TOP 10 suppliers, negotiation trainings, summary & recommendation for action
	2017 6 months		machines 500 empl. € 100M t/o	Interim Chief Procurement Officer / CPO development & realization cost saving strategies, price negotiations, cost analysis, implementing standard communication between engineering & purchasing, negotiation trainings, securing material availability
	2015 2 years		FMCG 1,000 empl. € 300M t/o	Interim Commodity Manager Procurement (print/metal/electronics) supplier sourcing in Asia, development of cost reduction strategies, project management of BRITA savings program, annual pricing negotiations, setup of second sources, product launch, negotiation training
	2014 11 months		electronics 5,000 empl. € 1B t/o	Interim Commodity Manager Strategic Procurement (electronics) restructuring of commodity group electronic components, optimisation of cooperation w/ subsidiaries in USA/China, annual pricing negotiations, cost reduction projects, value analysis workshops, global commodity strategy
	2013 10 months		automotive 13,000 empl. € 2B t/o	Business Consultant Strategic Procurement development of global commodity management, international coordination and moderation of commodity management implementation, development make-or-buy strategies, cost analysis projects & reporting
	2012 8 months		FMCG 1,000 empl. € 300M t/o	Interim Manager / Business Consultant Procurement implementation supplier management, setting up procurement reporting & controlling, risk management, realization of sample project dual sourcing strategy, negotiation training, evaluation of personal development plans
	2009 3 years		electronics 270 empl. € 50M t/o	Material Group Manager Purchasing Raw Materials setting up purchasing division, strategy development for raw materials, implementation dual sourcing, claim management, supplier evaluation for new products, cost reductions, quality improvements, contract negotiations
	perm contracts	2007 2 years		print / media 200 empl. € 25M t/o
2004 3,5 years			automotive 15,000 empl. € 4B t/o	Strategic Buyer Central Purchasing – 2 positions Indirect Material (1 year), Welded Assemblies (2.5 years) worldwide responsibility for several commodity groups, execution of RFQs, negotiation of frame contracts, logistics projects, global sourcing projects, supplier development, sourcing of suppliers in Eastern Europe
2001 2 years			machines 800 empl. € 100M t/o	Purchaser purchase of electronic & seal material, rolling bearings, hydraulics, sourcing in Eastern Europe, implementation e-procurement C-parts

since 12/2018

current

www.owa.de



Interim Director Procurement / CPO / Business Consultant

Odenwald Faserplattenwerk GmbH

construction, 500 empl., € 100M t/o

Amorbach, Germany

challenges & targets

- vacancy bridging for Director Procurement / Chief Procurement Officer
- responsibility for up to 8 employees & annual spend of € 60 million
- execution of strategy workshop
- preparation & execution of negotiations
- negotiation training of purchasers (theoretical & video training)
- coaching of new Director Procurement
- setting up & carrying out new procurement strategy
- establishing of new standard contracts

achievements

- significant cost reductions
- long-term strategy development
- improvement of internal co-operation between Purchasing HQ / Plant / R&D

reference

- CEO

12/2017 – 11/2018

1 year

www.active-nutrition-international.com



Interim Director Procurement / CPO

Active Nutrition International GmbH

food, 200 empl., € 60M t/o

Munich, Germany

challenges & targets

- vacancy bridging Director Procurement / Chief Procurement Officer
- responsibility for 3 employees & annual spend of € 30 million
- execution of strategy workshop
- preparation & performance of price negotiations
- negotiation training of purchasers (theoretical & video training)
- coaching of new Head of Purchasing

achievements

- realization of cost reductions
- long-term strategy development
- securing availability of materials
- improvement of internal co-operation between Purchasing HQ / Plant / R&D

reference

- COO

09/2017 – 10/2017

2 months

www.proxes-group.com



Business Consultant Procurement

ProXES GmbH

mechanical engineering, 1,000 empl., € 100M t/o
Hameln, Germany

challenges & targets

- analysis & consolidation of group suppliers
- evaluation of potentials for negotiation
- preparation of negotiation strategies for TOP 10 suppliers
- execution of negotiation trainings (theory & video analysis)
- summary & recommendation for action

reference

- COO

03/2017 – 08/2017

6 months

www.rena.com



Interim Chief Procurement Officer

RENA Technologies GmbH

manufacturer of heavy machine tools, 500 empl., € 100M t/o
Gütenbach, Germany

challenges & targets

- vacancy bridging Chief Procurement Officer
- responsibility for 15 employees & 3 plants, annual spend of € 50 million
- development & implementation of cost-down-strategies
- preparation & performance of (annual) price negotiations
- execution of cost analysis projects
- establishing regular communication between engineering & procurement
- negotiation training of purchasers (theory & video training)

achievements

- significant cost reductions
- securing availability of materials
- improving procurement co-operation between RENA plants

references

- CFO
- VP Operations

01/2015 – 12/2016

2 years

www.brita.net



Interim Commodity Manager Procurement

BRITA GmbH

manufacturer of water filtration systems, 1,000 empl., € 300M t/o
Taunusstein, Germany

challenges & targets

- vacancy bridging for several employees in procurement
- responsibility for commodities packaging, cardboard, metall, electronics, project-related: plastic injection moulding, glass, assemblies
- visits to suppliers & negotiations with electronics suppliers in China & Malaysia
- development of cost saving strategies for electronics and start of realization within project term
- project management of company-wide cost reduction program
- annual pricing negotiations for print products & electronics
- establishing second sources for print products
- realization product launch „BRITA Wave Bottle“
- negotiation training of purchasers (theoretical & video training)

achievements

- smooth substitution of three employees (parental leave, deployment, contract termination)
- significant price reductions for print products by dual sourcing
- development of significant potentials for electronics through negotiations (realization initiated at end of project with new employee electronics)
- realization product launch BRITA Wave Bottle in time & budget

reference

- Director Global Procurement

02/2014 – 12/2014

11 months

www.sma.de



**Interim Commodity Manager Strategic Procurement
SMA Solar Technology AG**

photovoltaic module manufacturing, 5,000 empl., € 1B t/o
Kassel, Germany

challenges & targets

- global responsibility of commodity group electronic components (inductors, IGBT modules, ventilators, displays, fuses, remote modules)
- enhancement of cooperation of purchase departments in subsidiaries in USA and China
- annual pricing negotiations
- implementation of cost reduction projects (technical adjustments, workshops in value analysis, price re-negotiations)
- development of worldwide group commodity strategies in cooperation with the local specialist / local purchase departments

reference

- Head of Corporate Procurement Pharma
B. Braun Melsungen AG, previously Global Category Manager Electricals & Power

04/2013 – 01/2014

10 months

www.kostal.com



**Business Consultant Strategic Procurement (ad interim)
Leopold Kostal GmbH & Co. KG**

mechatronic TIER 1 (automotive industry), 13,000 empl., € 2B t/o
Business Unit Automotive Electrics, Lüdenscheid, Germany

challenges

- development of decentralised global Commodity Management (methods, project management, stakeholder management and change management, deduction and implementation of the abstract strategy to certain commodities)
- moderation of the implementation of certain commodities (worldwide)
- development and coordination of make-or-buy strategies of relevant commodities together with R&D and Operations
- support of the strategic buyers with priority A projects
- support of the Director Global Commodity Management
- pushing of VAVE projects, development of the VAVE reporting
- development of the commodity management controlling tool (to steer the worldwide implementation of commodity management)
- hand over duties to the future team leader procurement (01/2014)

references

- Vice President Purchasing
- Director Global Commodity Management

07/2012 – 02/2013

8 months

www.brita.net



Business Consultant Procurement (ad interim)

BRITA GmbH

manufacturer of water filtration systems, 1,000 empl., € 300M t/o

Business Unit Professional, Taunusstein, Germany

challenges

- evaluation and implementation of supplier management
- evaluation of relevant procurement KPIs
- evaluation and implementation of procurement reporting and controlling
- preparation and execution of a negotiation of an A-supplier
- preparation of a negotiation of an A-supplier (ghost negotiation)
- evaluation of organisational improvements
- evaluation of improvements regarding professional, methodical, social and team leading competences for each member of the procurement team, based on the requirements of the company's development strategy
- evaluation of a long-term personal development plan for each member of the procurement team
- evaluation and implementation of risk management
- execution of a sample project dual sourcing strategy
- coaching of the team members in procurement department in negotiation preparation and negotiation execution
- execution of negotiation training for all purchasers of the BRITA group

reference

- Head of Supply Chain Management

07/2009 – 07/2012

3 years, 1 month



Material Group Manager Purchasing Raw Materials

Inventux Technologies AG

photovoltaic module manufacturing, 270 empl., € 50M t/o

Berlin, Germany

challenges

- team lead of three employees
- evaluation and implementation of purchasing strategy for all raw materials
- responsibility for annual spend of € 20 million
- setting up dual sourcing strategy
- choosing and setting up suppliers for new raw materials and products
- negotiation preparation and execution
- negotiating, establishing and approving of contracts
- company car pool management incl. insurance management
- evaluation of a negotiation training program for colleagues in purchasing
- coaching and training of colleagues in purchasing

achievements

- accomplishing cost reductions of multiple-year treaties
- accomplishing cost reductions with monopolistic suppliers
- significant cost reductions of raw materials
- implementation of dual sourcing strategy
- increasing raw material quality
- enhancement of collaboration with R&D, QM and sales

references

- CEO WISTA GmbH (former Inventux AG CTO)
- HelloFresh, Vice President Procurement
(former Inventux AG Head of Supply Chain Management)

08/2007 – 06/2009

1 year, 11 months

www.cda.de



Head of Purchasing

CDA Datenträger Albrechts GmbH

manufacturer of CD/DVD/Blu-Ray discs, 200 empl., € 25M t/o
Suhl, Germany

challenges

- evaluation and implementation of purchasing strategy for raw materials, investments and services
- annual purchasing volume € 12 million
- restructuring of supply base
- negotiation preparation and execution
- establishing and approving of contracts
- establishing purchasing controlling and reporting to CEO
- functional and disciplinal leading of 6 employees

achievements

- increasing supplier reliability
- increasing raw material quality
- reduction of raw material inventory
- realisation of significant cost reductions

references

- Head of Production (former CEO of CDA)
- Managing Director

01/2005 – 07/2007

2 years, 7 months

www.brose.com



Strategic Buyer Welded Assemblies (Brose HQ Central Purchasing)

Brose Fahrzeugteile GmbH & Co. Kommanditgesellschaft

TIER1 supplier seat & closure systems, 15,000 empl., € 4B t/o
Coburg, Germany

challenges

- worldwide responsibility for commodity welded assemblies and tubes
- annual purchasing volume € 45 million
- execution of RFQs and annual price negotiations
- negotiation, establishing and approving of frame contracts
- worldwide supply market researches with buying teams in USA and Asia
- execution of supplier audits with department Central Quality Management
- supplier development to improve supply quality
- support project buyers in in business units in supply sourcing, negotiation and finalisation of new projects
- support worldwide plants on delivery problems
- support departments on evaluation of new technologies

achievements

- sourcing of potential suppliers in Eastern Europe
- successful escalation negotiations
- short-dated parts- and/or supplier dislocation to avoid production/plant deadlocks

01/2004 – 12/2004

1 year

www.brose.com



Strategic Buyer Indirect Material (Brose HQ Central Purchasing)

Brose Fahrzeugteile GmbH & Co. Kommanditgesellschaft

TIER1 supplier seat & closure systems, 15,000 empl., € 4B t/o
Coburg, Germany

challenges

- evaluation and negotiation of global demands
- annual purchasing volume € 20 million
- demand analysis in cooperation with global plants
- sourcing, negotiation and integration of suppliers and their electronic catalogues into the BROSE e-procurement system
- enhancement of e-catalogue quality in order to reduce manual purchase orders at the plants
- sourcing of packaging materials (corrugated, KLTs, GLTs)
- tendering and negotiation of logistic services

achievements / special projects

- reorganisation of in-bound logistics plant Coventry: sourcing, auditing, negotiation and implementation of new carriers
- managing aircraft transactions (sale/relocation) of the Brose flight service
- participation in a temporary team for sourcing new global steel suppliers, (responsibility for Asia)

02/2003 – 12/2003

11 months

www.waldrich-coburg.de



Manager Customer Projects (sales department)

Adolf Waldrich Coburg GmbH & Co. KG

manufacturer of heavy machine tools, 800 empl., € 100M t/o
Coburg, Germany

challenges

- responsibility for customer projects in India, GUS, UK, CH & DE
- total project responsibility € 18 million
- communication with customers
- proving/approving orders and/or contracts of machines
- establishing product specifications for the manufacturing of the sold machines
- participation in project team
- customer meeting co-ordination
- organisation and participation of (pre-)acceptance tests
- invoicing and tracking of payments
- tracking of customer complaints

achievements

- successful projects
- successful re-negotiations

01/2001 – 01/2003

2 years

WALDRICH COBURG

Purchaser, Division Materials Management

Adolf Waldrich Coburg GmbH & Co. KG

Coburg, Germany

challenges

- sourcing responsibility for electrics, hydraulics and bearings
- annual spend € 3 million
- execution of RFQs, bid comparisons, price negotiations, order processing, claim management

achievements

- sourcing of cost-intensive bearings in USA
- sourcing of hydraulic assemblies in Eastern Europe
- implementation of an e-procurement system for C-parts

09/1999 – 06/2001

1 year, 10 months

WALDRICH COBURG

Traineeship as Industrial Assistant

Adolf Waldrich Coburg GmbH & Co. KG

Coburg, Germany

- job rotation through all economical departments
- start in purchasing department 6 months before end of training program
- start of advanced training purchasing professional 3 months before end of training program

05/1999 – 08/1999

4 months

CORNING

Temporary Worker

Corning Optical Fiber GmbH & Co. KG

optical fiber cable manufacturing

Neustadt b. Coburg, Germany

- bridging end of military service until start of traineeship
- work at quality control
- securing quality of final products

Military Service

07/1998 – 04/1999 basic military service
tank battalion, Kulsheim, Germany
tank Leopard II / A4, gunner

College Education

09/2009 – 10/2010 Bachelor of Business Administration (Avans Hogeschool B.V., Breda, NL)
09/2003 – 08/2005 Business Economist (VWA Coburg, DE)
04/2002 – 06/2002 Project Management Specialist (Chamber of Commerce, Bayreuth, DE)
03/2001 – 11/2001 Supply Chain Specialist (Chamber of Commerce, Bayreuth, DE)
("Fachkaufmann für Einkauf & Materialwirtschaft")

Education

1991 – 1998 grammar school Arnold-Gymnasium, Neustadt b. Coburg, Germany, A-Level
1990 – 1991 and
1984 – 1989 comprehensive school Friedrich Schiller,
Mengersgereuth-Hämmern, Germany
1989 – 1990 German School Moscow, Russia

Additional Skills

negotiation training since 10/2020 negotiation trainer at Schraner Negotiation Institute
since 11/2017 negotiation head trainer for procurement managers at BMW
since 01/2012 execution of procurement trainings for procurement managers

languages German (native language)
English (business fluent)

computer knowledge SAP R/3, MS Office, MS Project, MS Visio, Mindmanager

digitalization Microsoft Skype & Teams, GoTo Meeting, Zoom, Google Hangouts

Others

business insurance ERGO Versicherungsgruppe AG

pecuniary liability insurance, coverage: EUR 2,000,000
business liability insurance, coverage: EUR 3,000,000

both valid globally but without USA & Canada

business memberships DDIM – Dachgesellschaft Deutsches Interim Management e.V.
BDU – Bundesverband Deutscher Unternehmensberater e. V. (service subscription)
BRSI – Bundesvereinigung Repositionierung, Sanierung und Interim Management e.V.
BME – Bundesverband Materialwirtschaft Einkauf und Logistik e.V.

personal interests motor biking, snowboarding, negotiation literature

Berlin, July 2020

