



Robby Vasil

Procurement (total) 24 years

Director Procurement 9 years
Team Leader 3 years
Business Consultant 2 years
Negotiation Trainer 12 years

Automotive 5 years
Engineering 6 years
Food 1 year
Consumer 4 years
Elektronics 4 years
Print/Media 2 years
Construction 2 years



BMW
Negotiation Trainer
 Procurement/Claims since 2017



SCANIA
Negotiation Trainer
 Procurement 2022-2023

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Interim Projects	2023-24 8 months		Engineering 550 empl. 300 Mio. € t/o	Interim Director Procurement / CPO centralization of purchasing department, harmonization & digitalization of processes, staff reduction, cost-down projects, preparation SAP4/HANA, initiation of purchasing controlling
	2023 10 months		Engineering 600 empl. 100 Mio. € t/o	Interim Director Procurement & SCM / CPO securing supply chain, digitalisation of processes, conducting price negotiations, improving cooperation between R&D, PMO and Controlling
	2021-22 2 years		Engineering 600 empl. 100 Mio. € t/o	Interim Director Procurement / CPO Centralization of Purchasing, streamlining & digitalisation of processes, stabilising supply chain, implementing a Cradle-2-Cradle sustainability project
	2018-2020 2 years		Construction 500 empl. 100 Mio. € t/o	Interim Director Procurement / CPO strategy workshops & strategy development, preparation & conducting negotiations, negotiation training, implementation of purchasing strategy
	2017-18 1 year		Food 200 empl. 60 Mio. € t/o	Interim Director Procurement / CPO vacancy bridging position Head of Purchasing, preparation & implementation of price negotiations, strategy workshop, negotiation trainings
	2017 2 months		Engineering 1.000 empl. 100 Mio. € t/o	Business Consultant Procurement analysis & consolidation of group suppliers, evaluation of negotiation potentials, preparation of negotiation strategies of TOP10 suppliers, negotiation trainings
	2017 6 months		Engineering 500 empl. 100 Mio. € t/o	Interim Director Procurement / CPO development & implementation of cost reduction strategies, price negotiations, implementation of regular communication between Engineering & Purchasing
	2015 2 years		Consumer 1.000 empl. 300 Mio. € t/o	Interim Commodity Manager Procurement - Print, Metal, Electronics supplier sourcing in Asia, development of cost reduction strategies, project management of company-wide savings programme, annual price negotiations
	2014 11 months		Photovoltaics 5.000 empl. 1 bn. € t/o	Interim Commodity Manager Strategic Procurement Electronics restructuring of electronics components, cooperation with USA/China subsidiaries, annual price negotiations, cost-reduction projects, value analysis workshops
	2013 10 months		Automotive 13.000 empl. 2 bn. € t/o	Business Consultant Strategic Procurement set-up of global commodity management, introduction of material groups, development of make-or-buy strategies, cost analysis projects & reporting
Permanent Job	2012 8 months		Consumer 1.000 empl. 300 Mio. € t/o	Interim Manager / Business Consultant Procurement introduction of supplier management, implementation of reporting & controlling, risk management, sample project for dual sourcing
	2009 3 years		Photovoltaics 270 empl. 50 Mio. € t/o	Group Manager Purchasing Production Material development of purchasing department, strategy development for raw materials, development of dual sourcing, claim management, significant quality increase
	2007 2 years		Consumer 200 empl. 25 Mio. € t/o	Director Procurement / CPO strategy development for procurement and supply chain, restructuring supplier network, reduction of stocks, implementation of quality improvements
	2004 3,5 years		Automotive 15.000 empl. 4 bn. € t/o	Strategic Buyer Central Purchasing global responsibility for various material groups, tendering, Negotiations of framework agreements, logistics projects, global sourcing projects
	2001 2 years		Engineering 600 empl. 100 Mio. € t/o	Purchaser purchasing of electrical & sealing material, rolling bearings, hydraulics, Sourcing in Eastern Europe, Introduction of e-Procurement C-Parts

11/2023 – 06/2024

8 months

www.peter-wolters.de



Interim Director Procurement / CPO

Lapmaster Wolters GmbH

Engineering, 550 MA, 300 Mio. € t/o

Rendsburg, Germany

challenges & targets

- bridging the vacancy of the position Director Procurement
- responsible for approx. 20 employees & € 150 million of purchasing volume
- development of purchasing structure 2024 onwards
(employees, responsibilities, processes)
- development of long-term purchasing strategy
(second sources, Eastern Europe / LCC)
- centralization of purchasing (closure of plant purchasing CH & Rendsburg)
- staff reduction by process streamlining & digitalization
- initiation & implementation of harmonization of purchasing processes
- development of cost-down programs at commodity level
- employee coaching & development
- support for price negotiations with A-suppliers
- preparation of introduction of SAP4/HANA (process reviews & customization)
- digitalization & automation of purchasing processes:
 - introduction of automation C-parts procurement
 - initiation of framework agreements & delivery schedules A-parts
 - introduction of KANBAN warehouse for standard/DIN/electrical parts at 3 locations
- initiation of long-term cost-down programs together with R&D
- conception & initiation of purchasing controlling together with Controlling
- coaching & handover of department to new Director Purchasing

achievements

- centralization of purchasing (closing of decentralized locations/functions)
- structuring & implementation of commodity management
- implementation of cost-down, inventory reduction

references

- CEO, COO

01/2023 – 10/2023

10 months

www.waldrich-coburg.de

WALDRICH COBURG

Interim Director Procurement / CPO

Werkzeugmaschinenfabrik Waldrich Coburg GmbH

Engineering, 600 empl., 100 Mio. € t/o

Coburg, Germany

challenges & targets

- bridging position Director Procurement & Supply Chain Management
- responsible for approx. 10 employees & € 50 million spend
- development of purchasing structures 2023 onwards
- preparation & execution of contract & price negotiations
- digitalization & automation of purchasing processes
- implementation of cost-down projects
- initiation of new processes between construction, purchasing, controlling
- cash management suppliers in cooperation with finance

achievements

- securing supply chain despite a tense economic situation
- implementation of long-term cost reductions
- improving internal cooperation

reference

- CEO

01/2021 – 12/2022

2 years

www.marantec-group.com

marantec group
engineering of things

Interim Leiter Einkauf / CPO

Marantec Group / OWF GmbH & Co. KG

Engineering, 600 empl., 100 Mio. € t/o

Harsewinkel, Germany

challenges & targets

- bridging of the position Director Purchasing
- responsible for 5 plants, approx. 10 employees & 30 Mio. € spend
- preparation & execution of price negotiations
- setting up second sources for active & passive components PCB, PCBA (chips)
- development of long-term strategy procurement
- harmonizing of procurement operations over all plants
- preparation and execution of new investment (CAPEX plant Berlin)

achievements

- centralization of procurement department, closing of 2 procurement locations
- stabilization of supply chain despite Covid-19 & Ukraine war
- improving internal cooperation between purchasing, HQ, plants and R&D

reference

- CEO & COO

12/2018 – 12/2020

2 years, 1 month

www.owa.de



Interim Director Procurement / CPO

Odenwald Faserplatten GmbH

construction, 550 empl., € 100M t/o

Amorbach, Germany

challenges & targets

- bridging the vacancy for Head of Purchasing / Chief Procurement Officer
- responsibility for 8 employees & annual spend of € 60 million
- execution of strategy workshops
- preparation & execution of contract / price negotiations
- negotiation training of purchasers (theoretical & video training)
- coaching of new Head of Purchasing
- setting up & carrying out new procurement strategy

achievements

- re-negotiation of contracts
- development of long-term strategy
- massive improvement of internal co-operation between Purchasing HQ / Plant / R&D
- significant cost reductions (approximate results upon request)

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

- bridging the vacancy for Head of Purchasing/ 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 (approximate results upon request)
- long-term strategy development
- securing availability of materials
- improvement of internal co-operation between Purchasing HQ / Plant / R&D

reference

- CEO

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
- negotiation trainings
- summary & recommendation for action

reference

- former 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

- bridging the vacancy for 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 (approximate results upon request)
- 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

- bridging the vacancy 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 (approximate results upon request)
- 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

- former 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 (method, 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 leading 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 CTO)
- HelloFresh, Vice President Procurement
(former 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, Kilsheim, 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

Professional Knowledge

negotiation trainings since 11/2017 negotiation trainer for BMW AG for Procurement & Claims Dept.
since 01/2012 negotiation trainings for Procurement & Sales for customers
in automotive, construction, engineering, defence

languages German (first language)
English (business fluent)

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

remote work software Microsoft Skype & Teams, GoTo Meeting, Zoom, Google Hangouts

Others

business insurance insurer: ERGO Versicherungsgruppe AG

pecuniary liability insurance
coverage: € 2,000,000

business liability insurance
coverage: € 3,000,000

both globally but without USA and Canada

memberships DDIM – Dachgesellschaft Deutsches Interim Management e.V.
BDU – Bundesverband Deutscher Unternehmensberater e. V. (service subscription)

personal interests motor biking, snowboarding, negotiation literature

Berlin, October 2023

