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WORK EXPERIENCE

- 2017-present EDHEC Business School Roubaix, France
Professor, Supply Strategy, Management & Strategy Department
- Lectures / Trains on Strategic or Operational Procurement and Supplier Relations Management in Master level programs. Tutor professional theses.
 - Leads initiatives on transformational technologies like Blockchain and Artificial Intelligence
- 2008-2017 Grenoble Ecole de Management Grenoble, France
Participating Professor, Management of Operations and Supply Chain, Management Technologie et Stratégie Department
- Member of the Institute for Research and Innovation in Purchasing Management
 - Pedagogic director, managing multiple trainers, for corporate development programs.
 - Visiting professor at Kedge, EM Lyon, ISAE, ESCP, ICHEC, UQTR, IAE Grenoble, CEPI
- 2007-2017 Sourcing Plus Kraainem, Belgium
- Private Advisor to SMB
 - Organization and Talent development in Supplier Management for Big Fish France:
- 2004 to 2006 GLAXOSMITHKLINE BIOLOGICALS Rixensart, Belgium
Director, Global Procurement. Responsible for the transformation of Procurement from an tactical support function to a strategic contributor to growth
- Managed more than €800 million in 2005, €1.2 Billion in 2006 of production, services, clinical research and Capex
 - Led a team of 40 in Belgium and 20 in 8 overseas sites. Enhance capabilities through training and selective recruitment of professionals with Procurement Master.
 - Integrated quickly two acquired companies.
 - Expanded the role of Procurement to cover long term strategic sourcing of materials. Supported the management of the relation with strategic research contractors. Captured unique supplier capabilities through preferred relationships and secure competitive advantages
 - Improved systems and procedures to enhance compliance to rules such as Sarbane-Oxley
 - Coordinated supply preparedness for pandemic flu, focusing on strategic materials
 - Delivered 2004-2007 saving target in 18 months. Additional 2006 objective achieved in 8 months.
- 2002-2003 THE SCOTTS COMPANY Ecully, France
International Purchasing Director
- Total Spend of €300 million, managing a team of 12 in 3 countries
 - Lead the creation of an International Purchasing Organization by purchasing category, integrated in the Global Purchasing team and Integrate non-supply chain spend
 - Identified cost reductions of more than €9 million savings in the first six months
- 2000-2002 MCKINSEY & CO. Geneva, Switzerland
Associate Principal, Purchasing and Supply Management Practice, Operation Strategy & Effectiveness
- 1998-2000 FRITO-LAY EUROPE London, UK then Bern, Switzerland
Director of Purchasing, Other Goods and Services
- Director of Purchasing for all goods and services outside the bill of materials (new position). The realized cost reduction for 1998 was three times the initial target. Spending covered about \$ 500 million at Frito-Lay only.
 - Managed site selection, contract negotiation and refurbishing for the Bern office. The project, a bottleneck in a \$50 million annual profit improvement program, was delivered on time, \$3 million (35%) below the original budget
 - Lead the pilot phase of the implementation of a European wide supply chain planning system. Managed a team of 15, including business and IT consultants.

1997 Director Purchasing Strategies France, reporting to the VP Purchasing Europe Nantes & Paris, France

- Introduced Frito-Lay best practices to the French subsidiary. Decreased cost \$2 million or 4% below plan after 6 months. Managed a team of 11 purchasing and facilities management people
- Due diligence and integration of UB salty snack division and divestment of FL sweet division

1995-1997 THE FRITO-LAY COMPANY (Global Snack Division of PepsiCo) Plano, TX & Purchase, NY
Director, Global Sourcing

- Co-developed first world class Procurement Strategy, presented it to senior staff and implemented.
- Leveraged systematically global suppliers to grow sales through availability of unmatched superior products worldwide and to provide competitive advantages to Frito-Lay.
- Drove the procurement strategy and analysis in Latin America, working with the regional CFO. Identified opportunities for \$30 million. Developed communication plan and trained local staff
- Launched implementation of regional procurement across Asia: recruiting, project initiation, alignment of global suppliers. Led key projects in Japan resulting in a 25% cost reduction.

1994 Director of Strategy Somers, NY

- Performed competitive evaluations and investment analysis. Monitored region performance.

1992 to 1994 BOOZ ALLEN & HAMILTON
Senior Associate, Operation Practice, Engineering Manufacturing Professional Community Paris, France

- Developed expertise in reengineering and improvement of cross-functional communications.

1989 to 1992 Associate, Operation Practice, Engineering Manufacturing Group Chicago, IL

Summer 1988 MCKINSEY & COMPANY, Brussels, Belgium
Summer Associate, Steel Practice

1983 to 1987 CHROMALLOY GAS TURBINE CORPORATION Yahud, Israel & Midwest City, Oklahoma
Repair of jet engine components. Metallurgist; Assistant Manager

EDUCATION

2011-2016 UNIVERSITY OF PARIS DAUPHINE Paris, France
Executive Doctorate in Business Administration (Grade of 18/20 “Félicitations du Jury”)
“Managing suppliers as an intangible resource to contribute to the creation and defense of sustainable competitive advantages: a Resources Based Approach”

1987 to 1989 KELLOGG GRADUATE SCHOOL OF MANAGEMENT Evanston, IL

- Master of Management degree, *with distinction*, June 1989. GPA 3.95/4.00. Concentrations in Operations, Marketing, Policy and Environment, and International Business.
- *Harry Gillies Award, Dean's Distinguished Service Award.*

1985 to 1987 ROSE STATE COLLEGE Midwest City, Oklahoma
Certificate in mid-management (evening program); GPA 4.00/4.00, January 1987

1977 to 1983 UNIVERSITY OF LIEGE Liège, Belgium
Metallurgical Engineering Degree, *with distinction*, June 1983

ADDITIONAL INFORMATION

- Fluent in French (mother language) and English
- Co-author of “Collaborative Sourcing:” and “Les Achats Collaboratif”
- Author of articles in peer reviewed journals with global impact.
- Hobbies: photography, web development, writing (Novel: “Les Dominos Monténégrins”)
- Married, two children

April 2018