

CEO LOGISTICS

MY PROFILE

- Seasoned leader with almost 30 years of experience in international supply chain industry in the B2B and B2C environment
- Broad Knowledge in Contract Logistics, Transportation, Installation, Field service and Value-added service for sectors e-Commerce, Retail, FMCG, Automotive, Industrial, Medial, High-Tech and Cosmetics
- High level of customer and service affinity; technical understanding; hands-on mindset
- Strong history in interdisciplinary and intercultural settings

MY SUCCESSES

- Doubling of the company's turnover within to 2 years over 100 Mio.
- Successful integration of purchased company in existing organization
- Financial and operational turnaround of a BU realized within 2 years
- Leading collaborative efforts internally and across functions; build-up of long-lasting and trustful relations to stakeholder on VP- and C-level

PROFESSIONAL EXPERIENCE

2019 – present **Managing Director of a 3PL Contract Logistics Company**

Activities:

- Create and grow business after acquisition to bring Logistics company to the German market
- Full P&L responsibility in the double-digit millions with contract logistics services of well-known customers from E-Commerce, Sortation Centre, Retail, FMCG and Cosmetics
- Heading more than 3.500 employees, 11 sites and the German board
- Leading the high volume - low margin business in rapidly changing markets with the goal to regain financial profitability and double the revenue within 5 years

Successes:

- Operational and financial turnaround realized with positive EBIT figures in 2020
- Implementation of a new central structure by building of Germany's own central departments for Operations, Finance, HR, Sales, Solutions Design, Tender Management, Controlling, Legal
- Project steering and successful implementation of additional business in resulting in increase of existing scope of business (implementation of 5 new sites)
- Strengthening of Logistics market position through extension of service scope (e-Commerce Transportation)
- Successful cooperation with workers councils

2018 – 2019

Manager Business Development, Sector Technology

Activities:

- Development and implementation of Technology Business sector into Logistics company

Successes:

- Buildup and lead of a new team of experts in Technology business
- Expansion of the service portfolio through winning 2 new contracts of international High-Tech customer within the first 3 month and implemented on a new site, including TAPA certification and web shop
- Development of a specialized Transportation Network
- Support of the international technology team, e.g., with the expansion of the business in Dubai and the USA

2017 – 2018

Managing Director for Fairs & Exhibitions (Interim)

Activities:

- Integration of far trade logistics business into company activities in Germany

Successes:

- Integration and set up of new legal entity, including new setup for German Headquarter and key functions trade fair business, sea and air freight services and transportation network
- Financial stabilization from a negative result in 2017 to a positive close in 2018
- Development and implementations of new business sector transportation and installation of special goods to extend the service portfolio
- Additionally on behalf of the owner of Sempex: integration of a fruit import/export sector customer into the French network of a well-known international supermarket chain

2012 – 2017

Managing Director of a Global Logistics Company

Activities:

- Leading all Global High-Tech business, with customers mainly from Banking, Electronics, Imaging, Communication, Health Care and Industrial sector with own sites in Europe, India, China, Hong Kong and Singapore and also the partner networks in US and Europe

Successes:

- Successful integration of an acquisition into Logistics company with new legal entities set up and different activities
- Expand existing activities into new markets (Asia), including opening of Asian facilities in Singapore, Shanghai, Hong Kong and Mumbai
- Set-up of an own Network of highly specialized Technicians for transportation, installation of large medical devices in India
- Acquisition and integration of a UK company with GBP 20 Mio and 200 employees

2005 – 2012
2009 – 2012

Managing Director of a UK Contract Logistics Company

Activities:

- Responsible for all Contract Logistics activities and Business Development of Germany with the main target to develop company growth with new and existing customers
- Board Member in Germany
- Setting strategic goals and financial targets and monitoring short, medium and long-term plans corresponding to corporate strategy
- Major industries: Automotive, Chemical, Industrial and High Tech

Successes:

- Won a five-year contract with a major automotive customer, annual turnover 20 Mio Euro, including successfully managed §613a (TUPE)
- Created legal company set up and formed a Joint venture with local service provider (60%/40%).
- Development and implementation of today's most successful High-Tech-Logistics Network in Europe
- Close cooperation with local worker council, company worker council and board

2006 – 2009

Business Sector Director Europe

Activities:

- Setting Strategic goals and financial targets (P&L accountable), Control and stimulate the company growth and maintain customer satisfaction
- Directing & motivating the Management team and working close together with local worker councils und overall company worker councils
- Monitoring of short, medium and long-term plans corresponding to the corporate strategy
- Major industries: Electronics, IT, Imaging, Communication, Health Care and Industrial

Successes:

- Profitable growth path including two successful acquisitions in Germany
- Growth was achieved by a healthy combination of company owned branches and Service partners (independently owned) in secondary or unique markets

2005 – 2006

Operations Director Europe

Activities:

- Combining Operations of High-Tech business after acquisition
- Re-design of linehaul, distribution, warehouse, customer service, dispatch and administration functions
- Direct & motivate the new combined Operations Management team

Successes:

- Fulfilling the responsibility for integration resulting in a reverse-takeover scenario in an excellent way, so integration of both companies is still today a blueprint for successful acquisitions in High-Tech Logistics
- Materially surpassing the synergy benefits calculated in the pre-acquisition

2002 - 2004

Vice President European Operations

Activities:

- Leading the operating branches in Germany, The Netherlands and UK, the second largest European business unit as well as service Agents in all other European market areas.
- Member of the Board of Advisors of the US parent northAmerican Logistics

Successes:

- Implemented proven systems and methodologies from the US and Germany operations, thus creating a Pan-European network second to none in the Hi-Tech logistics Industry

1988 - 2002

Operations Manager Deutschland

1999 - 2002

Activities:

- Leading the operating branches in Germany with 13 branches

Successes:

- Existing ad hoc specialized network - changed to a hub-and spoke system by adding a Central Germany Hub in Fulda
- Implemented a US based Asset Management software unique in the logistics business at the time as well as a bar-code driven scanner system connecting all branches thus offering real-time-visibility to the parties involved. It also protected us from unsubstantiated allegation of gross negligence threatened by aggressive law firms rampant in the IT industry by this time

1996 - 1999

Regional Manager South Germany
(Nuremberg, Munich, Stuttgart and Augsburg)

Activities & Successes:

- This area included decision makers of some of the largest IT customers at this time. Grew and added to the customer portfolio - 40% of the company's revenue was generated in that area.
- Also addressed and solved some historic labour relation issues at the Munich branch thus improved motivation of staff and customer satisfaction.

1993 - 1996

Regional Manager Munich and Augsburg

Activities & Successes:

- Restructured the Southern Region into an area serviced by an own branch from Munich and a service partner from Augsburg
- Reduced distribution cost by 15% and changed to variable cost in low volume areas

1992 - 1993

Branch Manager Augsburg

Activities & Successes:

- Organized and implemented the company's largest customer which started a PC factory in Augsburg at this time
- After 20 years and several ownership changes, this is still one of the sizeable and satisfied customers

1988 - 1992

Supervisor Customer Service / Customer Service and Warehouse Manager Frankfurt

Activities & Successes:

- Winning a major IT customer that took 80% of the then available warehouse space in Frankfurt
- Implementation of a 'one-face-to-the-customer' concept, replacing a customer service concept that was organized by the traditional service and/or lane segments (Im-/Export, Ocean, Air and European trucking)
- Implementation of a highly efficient warehouse location system (optimal storage location).

EDUCATION

1987 - 1988	General Qualification of Logistics
1986	General Qualification for University Entrance

LANGUAGE PROFICIENCY AND IT-KNOWLEDGE

German	Native speaker
English	Business fluent

IT-Skills

Microsoft Office	MS Word, MS Excel, MS PowerPoint
Communication	MS Outlook, Lotus Notes, Teams, Skype, WebEx
CRM Tools	Salesforce, Sugar
TMS / WMS	BNS, EBOS, Euromistral, On Road, SAP, SoftFairs