



Eric Roth

Business Excellence • International Value Creation
10+ Years in Asia • Greenfield Experience • Swiss Lean Award

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PROFILE

Executive for Business Excellence with over 25 years of leadership experience in global value chain structures and more than 10 years of operational responsibility in Asia.

- Leads teams through complex change and acts effectively in group-wide process and transformation programs across diverse organizational structures and cultures
- Bridges strategic organizational development with operational execution, creating sustainable value with measurable impact on cost structure, delivery capability, and governance
- Experienced in designing tax-optimized corporate and value chain models

CORE COMPETENCIES

SCM & Global Procurement • Quality Management (ISO) • Lean (KAIZEN, Six Sigma) • OEM / ODM Management
• Sourcing & Contract Frameworks • Trade Regulations, Compliance & Risk Management

INDUSTRY EXPERTISE

Cargo Logistics • Wholesale & Retail • Packaging • Home Appliances • Fastening Technology • Tools • DIY • Drive Technology • Paper Industry • Graphic Industry • Advertising Technology • POS / POP Concepts • Luxury & Consumer Goods • Private Labels • Print Media • e-Publishing

INTERNATIONAL EXPERIENCE

Asia	10+ years based on-site: Building and operating a procurement organization consisting of international sourcing and purchasing offices as well as strategic RHQs in various Asian countries.
Europe	Professional Experience predominantly in Switzerland, Germany, Italy, Spain and Portugal
Scandinavia	Multiple work assignments in Scandinavia, primarily in Sweden
USA / Canada	Language courses in English and French, final examinations, seminars and workshops

PROFESSIONAL EXPERIENCE

- **Interim Manager** | 01.2026 – present
Operations (OPEX) / Supply Chain Management (SCM)
B2B / B2C: **Goods & Services**
 - Lean- and QM-Architecture of scalable QMS / DMS-, Governance-, Compliance- and Risk Management Frameworks
 - Development of high-performance and resilient value creation, supply chains and procurement
 - Build-out, transformation and stabilization of complex environments with measurable results in transparency, cost and service levels
 - Evaluation and management of external service providers in complex matrix organizations

- **Manager Business Excellence** | 04.2020 – 12.2025
 Company (a subsidiary of Company) in Dintikon (AG), Switzerland
 B2B / B2C: **General cargo and freight logistics**

 - Development and implementation of a cross-site and cross-country QM-System
 - Organization and execution of audits (ISO 9001, 14001, 45001, 22000 with HACCP)
 - Scaling of KAIZEN, development of a maturity model and implementation of Business-Excellence-Initiatives

Impact (personal / as a team)
 Quality management system (QMS) sustainably embedded • Winner of the Swiss Lean Award 2022 • KAIZEN scaled and maturity model introduced • Documentation structures harmonized and implemented group-wide • Intranet developed and marketing responsibility assumed on an interim basis

- **Interim Manager** | 09.2017 – 03.2020
 Operations (OPEX) / Supply Chain Management (SCM)
 B2B / B2C: **Goods & Services**

 - Various assignments in Strategic Procurement (direct / indirect):
 - **Procurement Specialist** for indirect procurement at Company in Baar (ZG) → Natural gas pipeline developer for clean energy (Southern Gas Corridor EU: Azerbaijan – Italy)
 - **Global Procurement Manager** for Packaging at Company in Volketswil (ZH) → A world-renowned brand in the cosmetics industry (skin care)

Impact (personal / as a team)
 Existing personnel gaps closed • Delivery capability ensured and stabilized • Transparency, processes, and supplier structures improved • Successfully renegotiated prices and delivery terms

- **Head of Purchasing & SCM** | 01.2016 – 08.2017
 Company (a subsidiary of Company) in Freienbach (SZ), Schweiz
 B2B: **Luxury goods packaging and SIS, POS / POP display concepts**

 - Strategic procurement with MoB matrices (China, Italy, Croatia)
 - Site analyses and factory audits in Asia (Vietnam, Cambodia, China)
 - Global procurement, KPI framework and group-wide contract structure incl. SLAs

Impact (personal / as a team)
 SCM concepts for goods flow and tax-related processes established • Documentation and process logic aligned group-wide • Global trade contracts structured and defined

- **Head of PM, Procurement & Marketing** | 02.2014 – 12.2015
 Company (powered by Company) in Schönenwerd (SO), Switzerland
 B2B: **Wholesale of private-label electrical household appliances**

 - OEM / ODM product management and global procurement of household appliances
 - Introduction of HACCP self-monitoring, AQL inspection processes and new ERP system
 - Recruitment in China and implementation of external quality service providers in Asia

Impact (personal / as a team)
 Documentation logic standardized group-wide • OEM / ODM procurement structure with AQL inspection processes and HACCP self-monitoring established • Global trade contracts defined and anchored • Software solutions implemented cross-border

- **Head of SGF Fastening Technology / Tools / Metal Construction** | 03.2009 – 02.2013
 Company in Münchenbuchsee (BE), Switzerland
 B2B: **Wholesale Steel / Metals / Fastening Technology / Tools / DIY**

 - Management of SGF incl. procurement, SCM, logistics, CRM / KAM, sales and retail store
 - Corporate acquisition assessment, development of franchise concept for retail

- Introduction of KAIZEN and KANBAN as well as software for inventory optimization and PIM system

Impact (personal / as a team)

KAIZEN introduced and KANBAN stabilized • Inventory optimization measurably improved • PIM-System successfully implemented • Franchise-concept developed • Corporate acquisition assessed and decision basis established
- **SCM Consultant** | 07.2004 – 09.2008
 Company in Bangkok, Thailand
B2B: Consulting along the global value chain of consumer goods
 - Global SCM incl. procurement, supplier management and logistics (3PL, sea freight)
 - Advisory and concept development on trade administration and transfer pricing policy
 - Exclusive mandate: Founding and sale of an import company with retail store in Switzerland

Impact (personal / as a team)

Documentation guidelines introduced group-wide • SCM concepts for goods flow and tax structuring developed • Global trade contracts developed and anchored • Import company successfully founded, built and sold
- **Managing Director ASIA** | 07.1996 – 06.2004
 Company (purchasing for Company) in Switzerland and Asia
 → This group operates large-scale self-service warehouses in Scandinavia
B2C: Global procurement of private-label consumer goods for retail
 - International procurement structures, organizational design and governance
 - Global contract models, trade regulations and compliance-frameworks
 - Supply-Chain-architecture, goods flow design and tax-optimized structural concepts
 - Documentation standards, process logic and cross-border business systems

Impact (personal / as a team)

International procurement organization established and operated • Global supply security ensured and failure risks reduced • Contractual security and compliance built and implemented • Conceptual basis created that significantly optimized tax burdens • Uniform standards established and internal processes simplified
- Earlier activities (1982 – 1995) in administration, trade (sales) and advertising technology domestic and abroad. Documentation available on request.

EDUCATION & CERTIFICATIONS

2025 → QMS ISO Lead Auditor IRCA → Certificate SGS
 2024 → Innovation Management → Certificate IBMI
 2023 → Six Sigma Black Belt → Certificate CSSC
 2023 → Internal Auditor → Diploma SAQ
 2018 → Lean Manager → Certificate SGO
 2001 → MBA → Diploma in General Management
 1997 → LAN Administration → HP Academy
 1991 → Marketing → Diploma Higher Education
 1989 → Commercial Diploma → Diploma VSH
 1985 → Advertising Engineer → Diploma of VET

ADDITIONAL INFORMATION

IT Skills

- LAN Administration • Superuser MS365 • Various ERPs and CMS • QMS / DMS Adonis (BPMN 2.0) • Web & Intranet

Standards

- ISO 9001, 14001, 45001, 22000 (incl. HACCP) • GDP • SA8000 • BSCI • AQL • FSC

Languages

- DEU (C2) • ENG (C1) • FRA (A2)

