



Eric Roth

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

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"Progress is built on decisions that get implemented, not ideas that get discussed."

PROFILE

Executive in Business Excellence, Supply Chain Management and Global Procurement with more than 25 years of leadership experience across international value chain structures and over 10 years of strategic and operational responsibility in Asia. Optimizes global value chains and supply networks by combining entrepreneurial thinking and action with Business Excellence, Lean Management, Quality Management and international leadership experience. Leads teams through complex transformations and delivers measurable improvements in cost structures, supply performance, compliance and governance. Experienced in designing tax-efficient intercontinental corporate and value chain structures. The pragmatic management style is characterized by reliability, clarity and a strong focus on results.

EXPERTISE & INDUSTRY FOCUS

- SCM & Global Procurement • Business Process Management • Quality Management (ISO) • Lean (KAIZEN, Six Sigma) • OEM / ODM Management • Sourcing & Contract Frameworks • Governance, Compliance & Risk Management • Organization Development
- 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

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)

PROFESSIONAL EXPERIENCE

- **Interim Manager** | 01.2026 – present
Business Excellence / Operations (OPEX)
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
 - Establishment, 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*Impact (personal / as a team)*
Operational stability ensured • Process efficiency and transparency enhanced • Governance and operational control strengthened • Performance and cost efficiency improved • Continuous improvement sustainably embedded
- **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 sourcing organization established and scaled • Global supply continuity ensured and supply risks reduced • Compliance, contractual integrity and standards embedded • Tax-efficient value chain and corporate structures developed
- Earlier activities (1982 – 1995) in administration, trade (sales) and advertising technology domestic and abroad. Documentation available on request.

