



# Eric Roth

**Business Excellence • Global Procurement • International Value Creation**

Executive & Interim Manager • Assignment Areas: Switzerland, Europe, Asia

*«Progress is built on decisions that get implemented, not ideas that get discussed.»*

**25+**

Years of  
Leadership Experience

**10+**

Years based  
in Asia

**2022**

Winner  
Swiss Lean Award

**7**

Countries with  
Greenfield Setups

## CORE COMPETENCIES

### Business Excellence

QMS- / DMS-Architecture, KAIZEN scaling, maturity models, internal and external audits (ISO 9001, 14001, 45001, 22000 incl. HACCP)

### Governance, Compliance, Risk

Process logic and documentation standards, Audit-Readiness, Risk Management-Frameworks, group-wide harmonization on a global level

### Supply Chain & Procurement

Global sourcing, OEM- / ODM-Management, supplier structures, contract frameworks and SLAs, cost and delivery performance

### International Structures

Greenfield-Setup in Asia, sourcing offices and RHQs, intercontinental, tax-optimized value chains, trade administration

## SELECTED RESULTS

- International sourcing organizations in Asia built from the ground up and managed
- Operational stability and delivery capability secured – also in critical situations
- Process efficiency, transparency and operational control measurably increased
- QM and documentation structures developed, embedded and harmonized group-wide
- Global trade contracts, SLAs and compliance-frameworks structured and enforced
- Continuous improvement sustainably established within the organization

## INTERNATIONAL EXPERIENCE

### Asia

10+ years based in Asia: Building and operating a sourcing organization with sourcing offices and RHQs. Goods flows consolidated and structured tax-efficiently

### Europe

Professional experience predominantly in Switzerland, Germany, Italy, Spain and Portugal

### Scandinavia

Multiple work assignments, primarily in Sweden

### USA / Canada

Language courses in English and French, final examinations, seminars and workshops

## CERTIFICATIONS & QUALIFICATIONS

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 in General Mgmt → Diploma UNW / PU  
1997 → LAN-Administration → Certificates HP Academy  
1991 → Marketing Specialist → Federal Diploma  
1989 → Commercial Diploma → Diploma VSH  
1985 → Advertising Technician → Federal VET Diploma

## CONTACT & AVAILABILITY

Interim Management • Project Leadership • Fixed-Term Mandates • Permanent Position

+41 xx xxx xxxx • [info@ericroth.org](mailto:info@ericroth.org) • [ericroth.org/professional](https://ericroth.org/professional) • [LinkedIn](#)

Greater Zurich, Switzerland | Languages: DEU (C2) • ENG (C1) • FRA (A2)



## PROFESSIONAL EXPERIENCE

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- **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 increased • Operational control and standardization improved • Performance and cost efficiency raised • 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 established 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 • Prices and delivery terms successfully renegotiated
- **Head of Purchasing & SCM** | 01.2016 – 08.2017  
[Company](#) (a subsidiary of [Company](#)) in Freienbach (SZ), Switzerland  
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

## PROFESSIONAL EXPERIENCE

- 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 a 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](#) Group (*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.

## EXPERTISE & INDUSTRY FOCUS

### Disciplines & Methods

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

### Markets & Product Groups

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

## STANDARDS, METHODS & SYSTEMS

### Norms & Standards

ISO 9001, 14001, 45001, 22000 (incl. HACCP) • GDP • AQL • SA-8000 • BSCI • FSC • CE • REACH • RoHS • EN 71 • Incoterms • AEO

### Methods & Systems

KAIZEN • KANBAN • BPMN 2.0 (Adonis QMS / DMS) • Various ERP- and CMS-systems • MS LAN-Administration • MS 365 Superuser • Web & Intranet