

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+	10+	2022	7
Years of Leadership Experience	Years based in Asia	Winner Swiss Lean Award	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** • **ericroth.org/professional** • **LinkedIn**
Greater Zurich, Switzerland | 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 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 / DYI**
  - 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 implemented • Franchise-concept developed • 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 anchored • Import company 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, governance and process logic
  - Global contract models, trade regulations, compliance frameworks and documentation standards
  - Supply chain architecture, goods flows, tax-optimized structures and cross-border 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 roles (1982 – 1995): administration, sales and advertising technology, CH / abroad – documents available.

EXPERTISE & INDUSTRY FOCUS

Core Disciplines

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

Mentoring

Professionals across functions • Structured capability development • Sustained performance gains

Mentoring Focus

Role clarity • Problem-solving • Professional / personal growth in complex organizations

FRAMEWORKS & TOOLS

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