

Eric Roth



▪ Contact

Online
ericroth.org/contact-me



▪ Profile

Proven specialist for global **Operations / Procurement / SCM** with many years of international experience. Key relevant activities in global direct and indirect procurement as well as lean management (Kaizen) along the value creation chain of goods and services for wholesale and retail trading companies, technical component suppliers as well as logistics service providers. Core activities in various industries such as general cargo logistics, energy (natural gas pipeline), cosmetics (skin care), fastening technology, metal construction, non-food consumer goods, power transmission engineering, printing industry and advertising technology. These work experiences paired with various trainings and further education allow a holistic attitude and pragmatic approach in everyday business life.

▪ Online

Additional Info
www.ericroth.org/professional

▪ Languages

German
Native language

English
C1: Business fluent

French
A2: Elementary

▪ Education and trainings

2018: Lean Manager (Certificate SGO) • 2011: CIP Kaizen (Workshops Lean Management) • 1999-2001: Business Administration (MBA Diploma) • 1997: LAN Admin (Certificates Computer Networking) • 1989-1991: Marketing Planner (Swiss Federal Diploma of Higher Education) • 1988-1989: Commercial Diploma (Diploma VSH) • 1982-1985: Designer Advertising Industry (Swiss Federal Diploma of VET).

▪ International experience

Asia

*Stationed there
for > 10 years*

Setup and run a procurement organization consisting of international sourcing & purchasing offices in various countries all over Asia. Conduct procurement market studies in Singapore, India and Bangladesh. Incorporate and manage expedient business units in strategic locations such as RHQs in Hong Kong and in The Philippines. Feasibility study of production sites in Vietnam and Cambodia. Evaluate the acquisition of an existing factory in China.

USA / Canada

English and French language studies. Final exams, various seminars and workshops.

Europe

Business activities throughout Europe, mainly Switzerland, Germany, Italy, Spain, Portugal.

Scandinavia

Several work stays in Scandinavia, mainly in Sweden.

▪ Core competencies

Strategic Procurement (direct/indirect) • SCM • Lean Mgmt (Kaizen) • Global Sourcing • Brand & Private-Label Mgmt • Business Process Improvement • Contract Mgmt • Intercultural Leadership • Operations

Professional activities

Today 09. 2017 –	<p>Operations / Procurement / SCM Freelance / Interim Mgmt / Contracting B2B / B2C: Goods & services</p> <ul style="list-style-type: none"> ▪ KAIZEN Manager with one of the country's largest employers in its general cargo logistics division's lean management leadership team. ▪ Procurement Specialist for indirect goods & services with an international natural gas pipeline developer in the clean energy industry (Southern Gas Corridor Europe). ▪ Global Procurement Manager for secondary packaging with a world-famous brand in the cosmetic industry (skin care).
08. 2017 01. 2016 –	<p>Head of Purchasing & SCM Company X in Freienbach (SZ), Switzerland B2B: Luxury goods packaging and SIS, POS / POP display solutions</p> <ul style="list-style-type: none"> ▪ Global direct and regional indirect procurement and strategic MoB decision matrices (this company operates its own factories in China, Italy and Croatia). ▪ Feasibility study of further own production sites in Vietnam and Cambodia as well as evaluation of acquisition of an existing factory in China. ▪ Introduction of a standardized procurement strategy, policies and procedures incl. KPI measurement methodology and tools. ▪ Implement group-wide contract rules and policies for frame-work agreements, supply contracts as well as service level agreements (SLAs).
12. 2015 02. 2014 –	<p>Head of PM, Procurement & Marketing Company IX in Schönenwerd (SO), Switzerland B2B: Wholesale of own-branded electrical household appliances</p> <ul style="list-style-type: none"> ▪ OEM / ODM product management and global direct procurement of non-food end consumer goods. Develop and implement a self-control concept according to HACCP guidelines as well as quality inspection procedures according to AQL level II. ▪ National marketing and sales promotion through print and online media. Continuously update and maintain the company's website through CM system "Contao". ▪ Active participation in sourcing and introduction of the new ERP system "MyFactory". ▪ Search and recruit permanent employees based locally in China (including compilation of the contracts). Source and implement external quality services in Asia
02. 2013 03. 2009 –	<p>Head of SBU Fastening Technology / Tools / Metal Construction Company VIII in Münchenbuchsee (BE), Switzerland B2B: Wholesale steel / metals / fastening technology / tools</p> <ul style="list-style-type: none"> ▪ Head of Strategic Business Unit Fastening Technology / Tools / Metal Construction: Strategic procurement, SCM, logistics, CRM / KAM, sales (internal / field), store ops. ▪ Evaluation of the purchase of a company with a complementary product portfolio as well as the development of a retail chain in the franchise system. ▪ Inter-divisional implementation of the lean management KAIZEN philosophy. ▪ Introduction of KANBAN concepts, inventory optimization add*ONE and PIM software.

09. 2008
07. 2004 –
- Self-employed Consultant**
Company VII in Bangkok, Thailand
B2B: Consulting value creation chain of consumer goods and SCM
- Consulting on global procurement of goods and services as well as SCM.
 - Perform on behalf: Sourcing incl. visiting trade fairs, purchasing, vendor management, logistics incl. 3PL and sea freight. Continuous monitoring of procurement market trends.
 - Strategic MoB decision matrices and quality management: Some B2B customers maintained their own manufacturing in Europe and Asia respectively.
 - Advice on topics such as global trade administration including transfer pricing policies.
 - As an exclusive mandate active support for the establishment and subsequent sale of an import company with its own retail store in Switzerland.
06. 2004
07. 1996 –
- Procurement Responsible Asia**
Company V (purchasing for Company VI) in Switzerland and Asia
--> *This group maintains large self-service retail stores throughout Scandinavia*
B2C: Global procurement of own-branded consumer goods for the retail market
- OEM / ODM category management and product development.
 - While in Switzerland, responsible for direct procurement from all over the EU.
 - Relocate to Asia to build up and run a procurement organization consisting of 12 international sourcing & purchasing offices in various countries. Further procurement-related activities in other countries within this region.
 - Global direct and regional indirect procurement of goods and services with supplier audits on production quality, sustainability as well as SA-8000 standards.
 - Formulate and implement a procurement handbook also taking into account the global legal aspects of copyrights and trademarks for private labels.
12. 1994
01. 1994 –
- Organization & Administration Manager**
Company IV in Chonburi, Thailand
B2C: Production of print media and e-publishing
12. 1993
08. 1989 –
- Inside Sales Associate**
Company III in Zurich, Switzerland
B2B: Whole sale of power transmission products and solutions
07. 1989
10. 1987 –
- Inside Sales Associate**
Company II in Geroldswil (ZH), Switzerland
B2B: Whole sale of paper- and related products to the printing industry
09. 1987
04. 1982 –
- Designer Advertising Industry**
Company I in Thun (BE), Switzerland
B2B: Design and production of commercial advertising concepts

