

Personal:

Name: Roger van der Molen
Country: The Netherlands
City: Helmond (near Eindhoven)
E-mail: roger.van.der.molen@online.nl

Objective: (Senior) Management/executive (interim) position and or assignment(s) in the field of (Global) Supply Chain Management, Operations Management, (Global) Strategic Outsourcing & Purchasing Management and/or General Management.

Qualification: Full committed, loyal and motivated entrepreneur/manager/professional/specialist who combines a strategic vision with the strong drive to achieve set objectives and results in practice. Possesses amongst others the following skill sets: (Global) Supply Chain/Purchase and (outsourced) Operations/General Management, Sourcing Specialist, Strong Negotiator, Transparent Analytical skills, Industrial Performance Improvement Programs, Multi Cultural Experiences (e.g. China, Singapore, Western/Eastern/South Europe), Turn-around/re-structure/crisis experience and capabilities. Close link with Finance, Marketing & Sales and Research & Development processes.

Education:

1998 **IPTCP** course, **International Professional Training Course Purchasing**.
1996 **KTC** course, **Kader Trainings Cursus**.
1995 **YPP** course, **Young Professionals Program Physical Distribution and logistics**.
1994 **APICS (CPIM)** (**Certified Production and Inventory Management**)
1985 – 1989 **HTS-bedrijfskunde (Ing)**, Hogeschool Eindhoven. Graduated 1989
1979 – 1985 **VWO-B**, Bisschoppelijk College Schondeln Roermond. Graduated 1985.

Professional experience:

3/2009-Present **VanderMolen Sourcing & Interim Management (ZZP)**

Product: Focus on Sourcing (Purchase, Supply Chain, Logistics, Outsourcing, Operations) and Interim (General/Operations/Purchase/Supply Chain) Management projects and assignments at executive and management/execution level. Projects and/or (interim) assignments based upon flexible contracts. My constant focus and ambition is to achieve added value to the bottom line (P&L) of companies in the (make) industry based on implementation of structural (strategic) workable solutions related all key business processes.

Function: **Owner, Sourcing Specialist, Interim Manager**

Major achievements:

- Manage (China) Supply Chain for electronics modules for several customers.
- Selling of excess components/equipment stocks for several customers.
- Benchmark/cost down purchase spend for several customers (PCB/PCBA/E-components/mechanical components etc).
- Advisor Power Supply/PCBA.
- Launched own project Leverage Across Companies.
- Released 5 ebooks as part of own Purchase & Supply Chain Toolkit.

10/2008-2/2009 **Bobitrans Power Solutions (BPS)**

Product: Power supplies/class D amplifiers/box building electronics. Applications: Flat TV (LCD), home cinema systems, subwoofers, Medical monitors, beamers, etc.

Function: **Crisis General Manager Bobitrans Power Solutions (BPS) Eindhoven**
Bobitrans Power Solutions Eindhoven (70FTE) was part of the Spanish Bobitrans Group and included mainly electronic (senior) engineers, quality officers, lay-out specialists, project leaders, (strategic/initial) buyers, supply chain managers, administrative officers, sales/account/marketing managers and local management. Due to a sudden reduction of volumes by a key customer the BPS EHV BV came in a direct crisis middle 2008 onwards. I was appointed as General Manager by the Spanish Owner/CEO to guide the organization and the Spanish owner/CEO in this crisis process to limit the damage as much as possible for all stakeholders.

Major achievements:

- Represented BPS and the BT Spain owner/CEO towards the local (The Netherlands) lawyers, Unions, OR, workers etc.
- Prepared collective dismissal towards formal authorities within The Netherlands (county court procedure).
- Keep suppliers and customers informed related ongoing status.
- Made agreement with key customers to secure supply.
- Guided curator in the initial phase of the bankruptcy process.
- Prepared several re-start options together BT Spain owner/CEO.

7/2007-10/2008 **Bobitrans Group**

Product: Power supplies/class D amplifiers/box building electronics and inductive (wire wound) components. Applications: Flat TV (LCD), home cinema systems, subwoofers, Medical monitors, beamers, transformers etc.

Function: **COO (Chief Operations officer) Bobitrans Group**
The Bobitrans Group is a Spanish company. I was responsible for all operational processes/performances/strategies (e.g. Make/Buy) within the group (HQ Spain). At Eindhoven the center of the Power Supply division of the group was located. Operational activities have been executed in house (Make) and outsourced (Buy) globally (The Netherlands, Spain, Portugal, Romania, Slovakia, China, Singapore). Major focus was on (customer/production/supplier) performance improvement and global use of the synergies/leverage/integration within the group next to the reduction of the number of subcontractors in the inductive division and ramp-up of the own inductive factory at China. I was member of the group MT and reported to the group CEO (at Spain). My responsibilities included factories at Spain & China (Shanghai area) (total 300FTE) and Purchase/Supply Chain/Quality departments at The Netherlands and China (Shenzhen) (total 25 FTE).

Major Achievements:

- Set group strategies and implementation for Make/Buy related all product groups
- Ramp-up of own factory Inductive at China (Shanghai area) to achieve 50% in-house made (cost down >1M Euro/yr compared full outsource) for year 2009.
- Phased out and transferred subcontractor at Slovakia for power supplies per Q1'08 to China and Romania.
- Selected and ramp-up new subcontractor for new product group at Romania per Q3'08
- Re-structured China (Shenzhen) operations department for Power Supplies (25FTE to 5 FTE) per Sept'08
- Closure Portugal Inductive factory (savings >1M Euro/yr) per Oct'08
- Major contribution to the business plan for the power supply division

- Delivery performance towards customers >95%

2001-6/2007

Product:

Business Unit (BU) Philips Power Solutions (PPS) in Eindhoven.
Power supplies for Digital CE, Displays (LCD TV), Professional, Telecom applications and inductive components.

Function:

Global Purchase & Supply Chain Manager (CPO/SCM)

- Responsible for global purchase Bill Of Material (BOM), global outsourced production (10 locations) and global supply chain management.
- Member BU MT.
- Managing direct at HQ Eindhoven 6FTE, managing functional (own) purchase and supply chain departments at China Suzhou/ Shenzhen/Hong Kong, Slovakia, Portugal and India (Total 30 Fte). Total global value 2006 55M Euro (85% of sales T/o).
- Managing indirect globally 10 outsourced (Buy) production locations with >1000FTE.

Major Achievements:

- Global BOM/added value savings 2001-2007: Total approx. 5MEuro/yr (5-10% saving on purchase spend per year) including transfer own production to subcontractor at Slovakia (2003).
- Industrialization of >15 projects/yr globally. Customer Delivery performance >95%.
- Re-structured supply chain organization Europe/China for Power Supplies.
- Defined and implemented a global subcontractor (Buy) strategy for Power Supplies and Inductive during 2004-2007 regions Europe/Apac/Nafta/India and selected/released/industrialized new subcontractors e.g. Mexico/China/Romania.

1997 - 2001

Product:

Philips BG Display Components, Purchasing department PPD (Central development center of CRT tubes + components) in Eindhoven.

Deflection Units for CRT tubes and materials for Large Flat Displays.

Function:

Senior buyer Deflection Units (DU) & Materials and Large Flat Displays

- Responsible for all strategic & initial purchasing activities related Deflection Unit & Deflection Unit Materials and Large Flat Displays (PALC) project.
- Member of global Competence (commodity) Team Deflection Units and Deflection Units materials (involved 5 factories worldwide).
- Responsible for TQM (ISO/PQA/BEST), PPD outsourcings policy and since 1/1999 second in command.
- Total global purchase value DU/DU materials >100 million Euro/year.

Major achievements:

- Selected and implemented second sources for plastics/yoke cores and Monitor Deflection Unit co-designer (Samsung).
- Defined and implemented sourcing and cost down strategy for new commodity PCB assy. Saving 50% period 1999-2001 (>10 million Euro).
- Achieved as project leader 100% score Philips Quality Award'90 category purchasing PPD.
- 4 PPD outsourcings projects successfully executed.

- 1995 - 1997 **Philips BG Display Components Central Gun Factory (CGF) in Eindhoven.**
Product: Electron Guns for CRT tubes.
Function: **Logistics manager of CGF factory**
- Responsible for total information and in/out goods-flow and factory planning.
 - Managing logistics department + warehouses of 8 FTE.
 - Member of MT CGF.
 - Total goods Flow value >50 million Euro/year.
- Major achievements:**
- Implementation of several KANBAN systems which reduced Work In Progress from 5 days to 1 day in the factory.
 - Reduced stock level/lead-time key supplier from 5 days to 1 day.
- 1990 - 1995 **Product Division Philips Medical Systems, PMG XCB in Best.**
Product: X-ray subsystems.
Function: **Factory Planner and Master Production Schedule/Demand Planner**
- MPS value >50 million Euro/year.
- Major achievements:**
- Improved reliability of MPS plan. Production stops due to MPS (planning mistakes) down from >50% to <5%.
- 1989-1990 **Military service at Koninklijke Landmacht (Sergeant)**

Recommendations

Jose de Benito has recommended me related the position as COO at Bobitrans.

Wil van der Linden has recommended me related the position as Logistics Manager at CGF.

These recommendations can be seen on LinkedIn or at my website www.vandermolensourcing.com.

I can also send this on request.