



## Sébastien CHARPENTIER

### Strategic Sourcing Manager

 <https://www.linkedin.com/profile/view?id=93025558>

Date of birth: 18/06/83

#### WORK EXPERIENCE

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**Strategic Sourcing Manager at Elemica International B.V., Sourcing Consultant** (09/2009 – today), The Netherlands

As a sourcing manager and a consultant, I have the opportunity to work across the complete purchasing process (from the opportunity assessment to the contract implementation), for different customers from the Tire and Chemical industries (Michelin, Goodyear, Continental, Dow...) and for various categories (CAPEX, Raw Materials, Transportation & Logistic, Indirect material). More details about my responsibilities:

- eSourcing Coordinator for Europe:
  - Work with Ariba Sourcing 13s1, SAP Frictionless v9 and Zycus
  - Designated Support Contact (DSC) for Ariba (interface between Elemica and Ariba)
  - Responsible for the implementation of eSourcing for one of the biggest clients of Elemica: Implementation plan, template management, user training, increase software adoption, communicate best practices, user support, KPIs, reporting
- Plan and execute complex single and multi-stage strategic sourcing projects for Elemica's customers:
  - Collaborate with internal customers, buyers and category managers
  - Spend analysis, Total Cost of Ownership analysis
  - Define project strategy
  - Manage market analysis, supplier discovery and benchmarks
  - Run sourcing project(s) (Request for Information, Request for Proposal / Quotation and Auctions)
  - Offer analysis, scenario building
  - Effective communication toward the suppliers and our customer
- Project Manager for the development of a collaborative platform for sourcing (Elemica SourceLink - More details under the "Project" section)

**Industrial buyer for automotive parts (Axle beams / Wiring harnesses) at Volvo AB** (03/2008 – 08/2009), France

- Proposing new purchasing strategies for parts in my portfolio (European level strategies) and apply global strategies developed by the global category managers.
- Developing a professional network within the Volvo organization in order to create purchasing synergy when possible
- Early involvement in new projects in order to plan as best as possible the sourcing of parts needed in the future (e.g. hybrid engines)
- Challenging on-going contracts, negotiate new business, contract governance
- Preparing back up plans for suppliers going bankrupt during the crisis period (re-sourcing, buffer stock, negotiation...)

#### EDUCATION & QUALIFICATIONS

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2007-2008: **Master of Business Administration (MBA):** one year of undergraduate studies in Business Management, University of Lyon III (with honors)

June 2007: **Master of Science (M.S.) in Mechanical engineering,** National Institute of Applied Sciences of Lyon (INSA de Lyon)

Languages: French: mother tongue; English: Fluent; Dutch: Beginner; German: Beginner.

#### MISCELLANEOUS (Interest & hobbies)

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- Traveling, Hiking, Squash, Skiing, Reading novels, Photography, New technologies, Concert