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## WORK EXPERIENCE

- |              |  |                               |
|--------------|--|-------------------------------|
| 2020-present | Place Escange, the Think Tank for Intangible Risks<br>• Member of the Scientific Committee, redactor of multiple viewpoints<br>• Expert on supplier network and supplier risk management   | Paris, France                 |
| 2022         | Glion Institute of Higher Education<br>Managing Director<br>• In charge of doubling the EBITDA in 18 months while increasing academic standings through accreditations and strengthening the Master programs.  | Bulle / Montreux, Switzerland |
| 2017-2022    | EDHEC Business School<br>2020-22 Director of the MSc Strategy Organization Consulting<br>• Leads the largest Master of the school, successfully managing the transition to a new organization, and reaching 3 <sup>rd</sup> place in the Economist MIM ranking.<br>• Coordinate between professors and business partners to ensure that the program increases its standing in front of top corporate recruiters and prospective students.<br>• Tripled the number of consulting projects for students with corporate partners.<br>• Developed the brand with recruiters, introducing a new course format to increase their interaction with target students.<br>2017-22 Professor, Supply Strategies, Strategy Department<br>• Develop and integrate new tools to enhance blended learning, develop cases, contribute to pedagogical innovations. Leads experiential learning and research induced teaching initiatives.<br>• Lead the Horizon Purchasing & Supply Chain Management specialization.<br>• Lead initiatives on transformational technologies like the metaverse or Artificial Intelligence<br>• Expert for the French Ministry of Economy Finance and Recovery, and the French Employer's national association (MEDEF) | Roubaix, France               |
| 2008-2017    | GRENOBLE ECOLE DE MANAGEMENT<br>Participating Professor, Management of Operations and Supply Chain, Management Technology & Strategy Department<br>• Member of the Institute for Research and Innovation in Purchasing Management<br>• Pedagogic director, managing trainer teams on multiyear global corporate development programs (Europe, Asia, USA).  | Grenoble, France              |
| 2007-2017    | SOURCING PLUS<br>• Private Advisor to SMB (France, Switzerland). Board member of a startup from inception to sale.<br>• Led the Organization and Talent development in Supplier Management practice for Big Fish   | Kraainem, Belgium             |
| 2004 to 2006 | GLAXOSMITHKLINE BIOLOGICALS<br>Director, Global Procurement. Responsible for the transformation of Procurement from a tactical support function to a strategic contributor to growth.<br>• Managed €1 billion spend in production, services, clinical research, and capex.<br>• Led a team of 40 in Belgium and 20 in 8 overseas sites. Enhance capabilities through training and selective recruitment of professionals with Procurement training. Integrated two acquired companies.<br>• Expanded the role of Procurement. Initiated new partnerships for critical materials.<br>• Coordinated supply preparedness for pandemic flu, focusing on strategic materials.<br>• Delivered 2004-2007 saving target in 18 months. Additional 2006 objective achieved in 8 months.  | Rixensart, Belgium            |
| 2002-2003    | THE SCOTTS COMPANY<br>International Purchasing Director<br>• Optimized a total Spend of €300 million with a team of 12 in 3 countries. Lead the creation of the International Purchasing Organization. Identified cost reductions of more than €9 million savings.   | Ecully, France                |
| 2000-2002    | MCKINSEY & CO.<br>Associate Principal, Purchasing and Supply Management Practice, Operation Strategy & Effectiveness.<br>• Contributed to large pre and post-merger integration program, focusing on purchasing (Chemicals).   | Geneva, Switzerland           |

	<ul style="list-style-type: none"> <li>Helped clients improve their purchasing performance (Banking, Fast Food, Steel).</li> </ul>	
1998-2000	FRITO-LAY EUROPE Director of Purchasing, Other Goods and Services	London, UK then Bern, Switzerland
	<ul style="list-style-type: none"> <li>Director of Indirect Purchasing. Realized cost reduction for 1998 three times the initial target.</li> <li>Managed contract negotiation and refurbishing for the Bern office. Delivered the project, a bottleneck in a \$50 million annual profit improvement program, ahead of time, 35% below budget.</li> </ul>	
1997	Director Purchasing France, reporting to the VP Purchasing Europe	Nantes & Paris, France
	<ul style="list-style-type: none"> <li>Decreased cost 4% better than plan. Managed a team of 11.</li> </ul>	
1995-1997	THE FRITO-LAY COMPANY (Global Snack Division of PepsiCo) Director, Global Sourcing	Plano, TX & Purchase, NY
	<ul style="list-style-type: none"> <li>Co-developed first world class Procurement Strategy, presented it to senior staff and implemented, working with corporate executives and regional CEOs and CFOs.</li> <li>Leveraged systematically global suppliers to grow and provide competitive advantages to Frito-Lay.</li> <li>Contributed to global packaging strategy and developed European packaging strategy</li> <li>Drove the procurement strategy and analysis in Asia, recruiting and mentoring the regional leader.</li> <li>Assisted the Latin American leadership to develop regional strategy, manage relation with global partners.</li> </ul>	
1992 to 1994	BOOZ·ALLEN & HAMILTON Senior Associate, Operation Practice	Paris, France
1989 to 1992	Associate, Operation Practice	Chicago, IL
Summer 1988	McKINSEY & COMPANY, Summer Associate, Steel Practice	Brussels, Belgium
1983 to 1987	CHROMALLOY GAS TURBINE CORPORATION Engineer, process development, quality control	Yahud, Israel & Midwest City, Oklahoma

## EDUCATION

2023	UNIVERSITY OF PARIS DAUPHINE	Paris, France
2023	Executive PhD	
2011-2016	Executive Doctorate in Business Administration (Grade of 18/20 “Félicitations du Jury”) “Managing suppliers as an intangible resource to contribute to the creation and defense of sustainable competitive advantages: A Resources Based Approach”. 2 publications in peer reviewed journals.	
1987 to 1989	KELLOGG GRADUATE SCHOOL OF MANAGEMENT	Evanston, IL
	<ul style="list-style-type: none"> <li>Master of Management degree, <i>with distinction</i>, June 1989. GPA 3.95/4.00. Concentrations in Operations, Marketing, Policy and Environment, and International Business.</li> <li><i>Harry Gillies Award, Dean's Distinguished Service Award.</i></li> </ul>	
1985 to 1987	ROSE STATE COLLEGE Certificate in mid-management (evening program); GPA 4.00/4.00, January 1987	Midwest City, Oklahoma
1977 to 1983	UNIVERSITY OF LIEGE Metallurgical Engineering Degree, <i>with distinction</i> , June 1983	Liège, Belgium

## ADDITIONAL INFORMATION

- Belgian citizen, bilingual French (mother language) and English
- Co-author of “Collaborative Sourcing” and “Les Achats Collaboratifs”
- Author of articles in peer reviewed journals with global impact.
- Hobbies: saxophone, photography, web development.
- Married, two independent children.

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