

Thomas MAILLARD

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French, single
25 years old
Full, clean driving license



STRATEGIC SOURCING

WORK EXPERIENCE

Since June 2008:

Holcim, Corporate Procurement, Switzerland

Regional Procurement Specialist, Category Sourcing EMEA

Swiss company leader in the building and construction industry, turnover 17M€ (2007), EMEA scope: 20 countries and 51 cement plants

- Execution of various European Sourcing processes such as Big Bags (6M€), Plastic wrapping foils (5M€) and Conveyor Belt (6M€) resulting in substantial hard savings (Full sourcing process applied: Internal analysis, market research, strategy definition, supplier segmentation/selection, RFI/RFP/RFQ creation and analysis, negotiation, creation of contract, implementation, follow up)
- Supplier relationship management: Supplier segmentation, supplier (pre)qualification (supplier assessment), financial analysis, supplier development
- Creation and negotiation of regional frame agreement: contract design for several countries (require local law knowledge)
- Market and category/product analysis, creation of commodity matrix, index forecast (Platts, ICIS-LOR)

January 2008 – June 2008:

Holcim, Corporate Procurement, Switzerland

Procurement account manager, Category Sourcing EMEA (junior position)

- Execution of two (2) European Sourcing process with the Regional Procurement Manager in charge, Relocation services (1M€), Office supplies (3M€), resulted in substantial hard savings
- Design and communication of the CP-EMEA Category Sourcing strategy
- Daily work with internal client in the EMEA region (internal communication, market analysis, category strategies) upon request

July 2007 – December 2007:

Holcim, Corporate Procurement, Switzerland

Internship Category sourcing EMEA

- Active participation in the creation of the CP EMEA strategy (2 years)
- Holcim Procurement Handbook training
 - Strategic Sourcing Option (SSO) and Commodity Execution Process (CEP) training (creation of Product Portfolio Matrix – PPM, Supplier Portfolio Matrix – SPM and Supplier Strategy Matrix – SSM)
- Part of the Holcim Group Support “Talent Development Program” in Corporate Procurement
- Recruitment in the Bordeaux Business School

January 2006 – June 2006:

Ford SA and GETRAG-FORD, France

Purchasing segments: Facilities Materials & Services Purchasing (Internship)

- Request for quotation € 1.5M in industrial cleaning resulting in 18% saving
- Manager of a team project (nitrogen supply)
- Daily work: Optimization of Blanket Orders, renegotiation of contracts, managing problems, spot orders, negotiation of specific orders, purchase order placement, etc.

2004, 2005, 2006:

Société Générale, (Bank) France.

3 short term contract (3 x 1 month), as a bank clerk

2000 to 2005:

Seasonal work as a waiter and production worker, France and New York

EDUCATION

2006 - 2007: A **Specialized Master's** degree in International Purchasing Management at the MAI, Bordeaux Business School, France

2005 - 2006: A Master's degree in Purchasing and Supply Chain at ESAAL, France

2002 – 2005: BTS (2 year degree) in business sciences and 1 year at INSEEC business school

2002: Baccalauréat STI Electronics (Technical and industrial sciences, equivalent A level)

LANGUAGE

FRENCH: Mother Tongue

ENGLISH: Fluent

SPANISH: Basic

GERMAN: Basic

IT SKILLS

MS OFFICE Pack, MAC OSX Pack, ERP (SAP), Lotus notes.

MISCELLANEOUS

Sport: Judo, 12 years (competition), Karting, Mountain bike

Travel: European countries, Mediterranean basin, NYC

References: **upon request**