

targetP! agile procurement enabled

Jan-Henner Theissen



Value Driver

Organizational
Architect

Transformational
Leader

Creator of Digital
Supply Chains

Strategist

Professional Experience

20+ years global Procurement & Leadership experience

- **Founder & MD, targetP! – agile procurement enabled**
- Director, AGCO Corp. (\$ 10Bn, 19.000 empl., \$5+Bn. Spend)
- Director, Benteler Group (€ 8Bn, 29.000 empl., \$5+Bn. Spend)
- Strategic Procurement, Project Lead, ThyssenKrupp Automotive
- DEUTAG Drilling & Bentec Drilling & Oilfield Systems

Industries & Functional focus

- Industries: Automotive Agricultural machines, Oil & Energy, Railway, Logistics, Industrial equipment, Medical/Hospital
- Focus:
 - Organizational & digital transformation
 - Procurement Digitalization (4.0)
 - Procurement branding & strategy development
 - Supply Chain (Risk) Management
 - Supplier Management: performance, integration, dev.
 - People development (assessment, training, education)
 - Advisory (Research & VC firms, consulting)
 - Interim CPO & Restructuring Lead

Awards & Customers - Selection

- ✓ BME Excellence in eSolutions 2015 – Risk Management
- ✓ BVL Logistikpreis 2016
- ✓ FORBES Magazine, 2015, New Solutions for Risk Management
- ✓ In-procurement Magazine, GB, 2016, Anticipate, prevent risks in your supply chain
- ✓ Customer base: Germany, Denmark, Switzerland, USA ,Austria

Leadership & Transformational Experience – Selection

- Leading a large-scale organizational transformation to transform a global Procurement organization (330+ employees) from a decentral (brand/plant-based) structure to a centrally-led global category management driven by a clear strategy, efficient processes, digital solutions (2012 – 2015)
- Transformational leader: Develop an effective group-wide Procurement organization (250+ employees): Strategic realignment and reorganization of a Procurement organization leveraging quantitative and qualitative synergies between 5 different regions and 3 different business units (2010 – 2011)
- Digitalization of various Procurement organizations with awarded solutions
- Development and implementation of long-term Procurement strategies for automotive and agricultural equipment companies
- Initiator and Project Leader of a cost reduction project resulting in an additional 70mn USD contribution to operating income (2012-2014)
- Performance improvement of +30% thru building high performance teams
- Managing large scale sourcing projects: BMW X5 project spend: \$5.0 Bn.
- Concept development and implementation of a cross-functional cost engineering and value engineering organization (150 employees)
- Design, implementation & lead (“Dean”) of 2 global Procurement Academies

Education

- Dipl. Kaufm. Business Administration
University of Applied Sciences Osnabrueck /Germany
- Industriekaufmann / Business Administration
- DDI Certified Training Facilitator (USA)
- Various leadership & functional trainings