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MOTIVATION

As a passionate of the procurement function and the Value Chain, I am an advocate of the current trend that out of knowledge of the inside organization and the outside business, procurement has an impact on strategy, improvement of working capital, risk mitigation and image/reputation protection, even on shareholder value. I convey this enthusiasm through the organisation with an open positive mindset. My ambition is to add competitive advantage in a sustainable way over time and stay within budget constraints.

OBJECTIVE

- Utilize strategies, leadership and project management to structure the organization and develop processes and procedures which focus on added value, profitability and people management in line with company policies and benchmarked with world class standards. This means, get more value for money mainly through a strategic approach; i.e. motivate and inspire a team to obtain the same intrapreneurship. **The teams always got recognition from the stakeholders by deliverables obtained.**
- Sustain the image of the organization in a national or an international environment and to deliver on time-to-revenue issues in a Quality Assured, customers-focused environment as a cross departmental partner for all stakeholders.
- Ensure the opportunity for personal & team continuous improvement by appropriate trainings.

STRENGTHS

- Strong situational leadership for high performance
- Bridge builder in tough situations and negotiations
- Very large experience in all procurement aspects
- Proven results in in and out of the box solutions

EMPLOYMENT RECORD

Yara	Procurement, Contracting and Category Manager	# 4	Spent: 100 mio €/yr. & Savings > 4 mio €	2015 -
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- Major European CAPEX projects (Ambes, Brunsbittel, Tertre, Le Havre, Sluiskil, Ravenna, Porsgrunn) from 10 mio EUR in Europe to 1 bio EUR mining project in Dallol Ethiopia. Applied EPC – EPCM – EPs-Es contracting strategies respecting quality and safety concerns within budget and on time. All projects did start-up successful or are still in execution but on schedule.
- Successful collaboration in of strategic project(s) and complex Shut Downs + Turn Arounds.
- Established new Licensing agreements with Contractors
- Negotiate "win-win" claims (for convenience)
- Lead major categories: Rotating and Static equipment + DCS systems
- Implement Strategic sourcing concepts
- Involved in global major equipment negotiations on strategic approach and maintenance programs
- Collaborate with R&D on key equipment
- Team member of the procurement excellence program

Allnex & TE	Procurement Manager Europe Indirect Spend	# 12	Spent: 100 mio €/yr. Savings >5 mio €	2012 - 2014
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- Lead the tender process for a new global ERP system with SI in combination with automation software and HW configuration.
- Develop commodity strategies and improved approaches in contracting third parties for European sites.
- Manage shared service for indirect procurement globally and integrate PR-PO process in new ERP.

INEOS Phenol	Head of Procurement and Warehouse	# 6	Spent: 50 mio €/yr. & Savings >2 mio €	2010 -2012
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- Consolidated all utility spend. Energy yield raised 8% / year.
- Drive the team in a successful shut down preparation and execution to a zero-error reached target.
- Purchase a new DCS-system (CAPEX project) to replace near obsolete one with a new approach from installed base till end of life.

MIVB	Procurement Manager IT Projects	# 0	Spent: unknown & Savings >2 mio €	2009 - 2010
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- Consolidate and control all IT spent in equal partnership with concerned accountable team members from scratch.
- Advise and support the organization in process of hiring consultants. Recognition from all stakeholders

GSK BIO	Project Procurement Manager CAPEX	# 3	Spent: 200 mio € & Savings ⇔ EBIDTA 500k/day	2008 - 2009
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- Implementing a new challenging strategic approach facing schedule constraints mainly in EPCM phase of a revamp.
- Completion date reached even with the fast (flash) track time limits as well as submitted/approved budget boundaries.
- Lead the Global Internal Audit program and develop a vendor management tool to control the supply base in a structured way.

MasterCard Europe	Head Global Strategic Sourcing ESAMEA	# 8	Spent:750 mio €/yr. & Savings: 8 mio €	2006 - 2008
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Function was double due to reorganization within finance. Together with consultant evaluate position of the department.

- Lead a new team to support the challenging supply base with best of breed SCM practices in sourcing and procurement.
- Develops and implement strategies on a € x00 mio buy in Marketing & Advertisement, Professional Services, IT-Resources and HW&SW, Communications Services, External Resources, Insurances and other related Indirect Services.
- Implement practices according worldwide policies and procedures recognizing audit requirements and SOX compliance.

AquaFin	Procurement and Facility Manager	# 32	Procurement value: 250 mio €/yr. & Savings: 15 mio €	2003 - 2006
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The main challenge/project of setting up a procurement department was terminated and implemented with success.

- Set up from scratch a centralized procurement department regulated by public procurement rules.
- Additional resp.: Facility management, Fleet management Warehouse management and Multi Warehouse management.
- Input asked in terms of Asset management and pro-active Maintenance management for the operational plants.
- Responsible for all utilities like energy (gas & electricity), access control, signaling, telecom. Obtained major results.

2004 – 2005	International Executive in Strategic Purchasing and Supply Chain Management	VIB – CIPS
2002 – 2004	MBA International Business Management	United Business Institutes (BxI)

Belgacom Mobile NV	Procurement Process Procedures Strategies and Tools Manager	# 5	Investments	2000 - 2003
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- Jointly responsible for all strategic issues within the procurement department, cross-functional and external, e.g.: the Supplier Guide, the Total Vendor Rating system (TVRS), the e-Procurement methodology, the RFI/RFQ procedures, Supplier Relation Management tools, contract management and gate approval system for business cases and a new project management methodology.
- In charge of developing or re-engineering processes, procedures & reporting tools to achieve optimum SC- performance.
- As Project Manager overall accountability for SAP ERP supply related modules.
- Leading with share/stake-holder a project on SAP both on the front end as on the back end to improve strategic collaboration.

Stork MEC & Fokker	VP Procurement	# 40	Procurement value: 500 mio €/yr. & Savings of > 10%	1994 - 2000
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- Preside a team in a make or buy effort what resulted in a patented cable-tree outsourced in a risk sharing contract for the A380.
- Guide the Fokker procurement department through their transition period after the acquisition by Stork.
- Main concern: the evolution from a lean production facility into a production / project hybrid approach.
- Led global sourcing from Stork Concern to take advantage of the increased competition specifically for contracted parts.
- Out of an internal Isfah-training my dissertation was a procurement action plan which resulted in a purchase guide book.
- Invited to present to the board of the head office the impact due to the higher profitability and success rate on jobs taken.

1985 – 1994	MSc Industrial Engineer, Electro Mechanics – option production (evening school)	Artesis Antwerp
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Atlas Copco NV	Technical Purchaser	Link between Quality and R&D	1993 - 1994
Vets Shipstores NV	Technical Purchaser		1987 - 1993
VACO NV	Production foreman		1984 - 1987
Spich Germany		MILITARY DUTY	1983 - 1984
Thijssen NV	Various technical functions		1981 - 1983

ABILITIES

- Influential and positive team member in dealing with employees, customers/partners and suppliers.
- Effective leader and people-manager. Personal objects as well as team set goals were met or surpassed. **Success is a team effort.**
- Experienced in change management and continuous improvement, in terms of risk mitigation assuring supply.
- Tenacious commitment to the success of each project/role with a professional attitude, through leading by example rather than positional authority, toward the flexibility required during the lifecycle of any project or assignment.

ACHIEVEMENTS

- Generated substantial savings deviating from established paths in an Oligopoly market as Energy and Telecom.
- Successfully negotiated CAPEX contracts for several disciplines and different sectors.
- Realized major savings and optimization of contracts for multi-million Euro projects on IT systems.
- Presented and implemented a “Procurement Action Plan” for two independent offices.
- Successfully promoted empowerment of the procurement department, both within and outside the company.
- Driver of Early Procurement Involvement to challenge scope of work and project approach.
- Implementation of full e-procurement back end to back end, e-invoice, access control, ...Benefits proven through business cases.
- Developed and implemented a Vendor Rating System to facilitate Supplier Relationship Management ~TQM.

PERSONALIA

- Stork-purchase training (Isfah-level > NEVI 3)
- KZL-training for auditing suppliers and manufacturers & VCA**
- Transferable education on: Leadership, Project & Time management and Negotiation skills
- Invited as guest speaker on different procurement topics
- VIK trainings lubricants and molding

JOB RELATED SKILLS

PC skills:

Good knowledge of Office applications, ERP: AS 400 (Rimses), BAAN IVc , SAP R/3 4.6c and ORACLE, CMS, ARIBA, ...

Languages:

Dutch (mother tongue), English (fluent), French (able to negotiate) and German (able to communicate).