

Curriculum vitae

Personalialia

Giele Frans

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Education

- Postgraduate China Business Development, Vrije Universiteit Brussel (2009)
- Master Sinology (Economics), KU Leuven, thesis - Transport Infrastructure (2006)

Training

- Efficient Negotiations for Buyers
- From Company Vision to Procurement Strategy
- Buying Processes and Systems
- The Procurement Organization and People Management

Training Experience

- Guest Speaker VOKA – China: Sales, Agents, Distributors, Suppliers – Sourcing in China
- Guest Lecturer K.H. Kempen University College – China from a Linguistic & Business Cultural Viewpoint
- Chinese teacher CVO Deurne (Antwerp)
- Chinese teacher CVO Lokeren – Hamme – Zele – Dendermonde

Profile

- Buyer indirect materials (capex, professional services & supplies)
- Experience in commodity trading (international purchasing, sales & risk management)
- Multilingual negotiations
- Critical data analyst & perfectionist project manager
- Business process analyses, recommendations & implementation (fleet, facility management IS, automotive sourcing and IT sourcing best practices)

Project Experience

2013

ALCON, Pharmaceutical industry, Technical Buyer ad interim

Buying of

- Capex:
 - Lab and production equipment for GMP environment: autoclave (€ 200k), moulding tools supp., packaging machinery (€ 650k)
 - Facilities: water softener (€ 150k), custom made generator (€ 60k)
 - Construction of a new microbial laboratory: HVAC, clean rooms, electricity, finishing, stability chambers, sprinkler & pneumatic tube system (total +/- € 1.5m)
- Supplies:
 - Production and warehouse: boxes and protective cases (secondary packaging, > € 200k), temperature controlled shipment packaging and data loggers
 - Lab reagentia (> € 100k)



- Services:
 - Framework agreements for graphical services, consulting and professional services, automation services
 - Warehouse: external freeze capacity
 - Laboratory service contracts
 - Other projects
 - Procurement spoc for Jetrea launch
 - Business case: optimization of sterilization chain
 - RFI, RFP sprinkler service contract
- 2012** **AWW/WATER-LINK**, Utilities, Buyer ad interim
- Responsible for several purchasing projects:
 - Services: contracting external inspecting and sludge disposal services
 - Capex: sludge processing machinery (+/- € 800k), laboratory installations (> € 150k)
 - Commodities: chemicals (+/- € 100k)
 - MRO: cover for slow sand filters (> € 170k)
 - Supported projects:
 - Services: cleaning of sewers and sewer drains (total savings > € 2 m in 4 years)
 - Capex: demineralized water factory, machinery and tank
 - Specification, selection and evaluation (send out RFP's), negotiations, contract and supplier management
- 2011 – 2012** **EUROCLEAR**, Banking, Fleet / Facility Management Consultant
Fleet Management
- Full car fleet process analysis, formulate recommendations & implementation plan, drive implementation process & install process of supplier mgt.
- Intra- & interdepartmental process & information stream mapping (including suppliers)
 - Describe procedures – improve service level through discussions with suppliers
 - Use software solutions to analyze & visualize results
 - Formulate management recommendations & steer implementation process
- Facility Management
- Implementation of FMIS (Facility Mgt Information System) & Space management/stacking exercise
- Project manager for the implementation of different myMCS modules (space & asset mgt)
 - Tackle space management constraints
 - Create asset definitions, consult on inventory procedures
- 2010** **ANTWERP MANAGEMENT SCHOOL**, Business School, Researcher
- Compiling casebook for Euro-China Centre in the context of the Understanding China program about strategic challenges, experiences and insights of European SMEs doing business in China:
- Analyzing strategic management issues in different sectors
 - Interviewing General Management
 - Describing CSF for enterprises in different stages maturity cycle in different functional domains
 - Building an applied framework around smes' main difficulties in China



2009 **SEVERAL PUBLIC STAKEHOLDERS**, Consulting, Automotive Analyst
Performing an elaborate opportunity analysis with regard to importing & distributing green vehicles into the EU. Analyzing several aspects of the EU automotive sector:

- Technical analysis
- Market research
- Risk & sensitivity analysis – including financial analysis

Formulating recommendations:

- Marketing & Procurement strategy
- Operations & Logistics
- Regulatory environment

2009 **A.T. KEARNEY**, Consulting, Consulting Contractor
Collaborating with consultants from Procurement & Analytic Solutions department on client projects that focus on strategic dimension of supply management decisions related to China during the crisis.

- IT sourcing at a major energy multinational
- White paper on the impact of the crisis on sourcing in China

Work Experience

2007-2008

ASE METALS, Raw Material Trading, Steel Trader/Area Manager

Selling steel products through negotiation with its clients in third countries and responsibility for the related purchases. Direct reporting to the commercial director for sales in ten African countries, including South Africa. Seventy percent of the purchasing orders were contracted in China.

- International trade (Payment techniques, Inco terms, Contract drafting & Risk mgt)
- Multilingual negotiation skills: sales and procurement (French, Chinese, English & Dutch)

2006-2007

De Schutter’Neroc, Graphic Industry, Account Executive

Managing tactical aspects of packaging projects for Halfords UK. Continuous contacts with client, printers and with production internally. Responsibility to maintain fruitful contacts with the different Chinese printers that were contracted by Halfords.

- Packaging sector: understanding graphic techniques, packaging specificities
- Project management and communication skills

Languages

Dutch Mother tongue

English Fluent speaking and writing

Chinese Fluent speaking and writing

French Good speaking and writing

German Understanding speaking and writing

IT-skills

Productivity: Outlook, Excel, Word, PowerPoint

ERP & Project management: Dynamics AX, MS Project

Web development: Javascript, jQuery, HTML and CSS coding skills

Database management: Filemaker Developer, Sequel Pro (MySQL DB)

Facility management: myMCS

