

Expert Consultant & Interim Manager

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My professional objectives

I like to play a polyvalent role where my experiences in management of strategies and governance, sales, procurement, contract management, change management and project management are used in order to continuously develop value in the business of my customers.

Experiences

Senior Management Consultant / Interim Manager (TOPWIN srl, Nivelles, since 2017)

TOPWIN is a consulting company developing value in the business of his customers thanks to high level of services in corporate strategy and governance, change management, contract management, project management, operational efficiency, digitalization of processes, ...

- Development of corporate strategy & governance,
- Business transformation providing continuous sustainable improvements,
- Developing hard and soft skills of my customers,
- Management of contracts of deliveries, services and works, with strategic approach (sourcing new partners, strategic negotiations, attracting innovation of partners),
- Dematerialization / optimization of processes thanks to the approach Industry 4.0,
- Prospection customers, building network, memberships: BECI (Brussels Enterprises Commerce & Industry), UWE (Union Wallonne des Entreprises), Cercle du Lac and GUBERNA.
- Private and public customers.

Head of Procurement (INFRABEL, Brussels, 2009 - 2017)

INFRABEL is the railway infrastructure manager of Belgium, with a network traffic of 700.000 passengers/day and 60Mio Ton freight/day. The Procurement department is the centralized unit managing the major public procurement contracts for all the internal customers.

- Management by objectives: customer service (quality, just in time), innovation, cost competitiveness (cumulated savings > 1 billion €), sustainable procurement approach,
- Development of an authentic governance: delegation of authorities with segregation of duties, code of conducts for co-workers, code of conducts for suppliers,
- Position Infrabel as the key customer of his strategic suppliers,
- Team leader: recruiting, coaching, development of new skills in the Procurement team,
- Program of change management, in order to develop new key processes as Sourcing, Supplier Relationship Management, Contract Management,
- Awarding contracts with new stronger added value conditions, with risk management,
- Development of a Management Reporting with Balanced Score Cards & KPI's,
- Proposition of contracts to the steering committee and the board of directors,
- President of the international organization of Procurement directors of railway companies.

Project portfolio manager in the corporate strategy (INFRABEL, Brussels, 2006 – 2009)

During 3 years, I managed Project portfolio's in infrastructure investment projects, with:

- Result oriented management of the portfolio of projects,
- Planning defined from the needs of the project teams and the detected synergies,
- Optimisation of the available human resources,
- Reporting to the steering committee.

Sales engineer (SIEMENS, Huizingen, 2000 - 2006)

SIEMENS is a global multinational company. It is the largest engineering company in Europe. The principal divisions of the company are Industry, Energy, Healthcare, and Infrastructure & Cities (railways, ...). In 2014 SIEMENS had annual sales of €71.9 billion and employed approximately 343,000 people.

During 7 years, I have managed sales and contracts in new technologies in railway sector:

- Sourcing with hard negotiations in global multicultural environment,
- Sales: strategy, marketing, customer relationship management,
- Development of the team,
- Market share increased with +/-10 M€/year.

Adjunct to the Technical Direction (CHU A. Vésale, Montigny-Le-Tilleul, 1996 – 2000)

The Hospital Vésale is a part of the CHU de Charleroi, with annual sales of €400 million, and employed approximately 4,000 people. This hospital contains 456 beds, including units as a paediatric unit, a maternity, an oncology, a radiotherapy, an oxygen therapy, and a psychiatry.

During 4 years, I have managed projects and contracts in public procurement:

- Project Portfolio Management in Y2K (medical and non-medical),
- Development new supplier partnership, opening competition,
- Projects in hospital catering, energy, electricity, HVAC, medical gases, ...
- High technical polyvalence.

ICT Development engineer (ALSTOM, Charleroi, 1990 – 1996)

ALSTOM is a global multinational company, active in the electricity generation and rail transport markets. In 2012–2013 ALSTOM had annual sales of €20.3 billion and employed approximately 96,000 people. ALSTOM Belgium develops hardware / software for railway signalling systems and power supplies for rolling stocks.

During 7 years, I have developed Hardware and software real time IT applications.

Awards, trainings & studies

Awards : Tender Public Award (EBP, Brussels)
Peter Kraljic Award (EIPM, Genève)

Trainings : Director Effectiveness / Board Effectiveness (GUBERNA, Brussels)
Executive Program in Management & Philosophy (SOLVAY, Brussels)
Procurement: strategy, sourcing, supplier relationship mgt. (EIPM, Genève)
Project management, change management (SNCB, SIEMENS, Brussels)
ITIL Foundation (B2B Learning, Brussels)
Management of buildings in co-ownership (SNPC, Brussels)

Studies : **87 – 90 Master Commercial Engineer** (ICHEC-ISC St-Louis-ISFSC, Brussels)
83 – 87 Master Industrial Engineer (Léonard de Vinci ECAM, Brussels)

Languages

Mother language: **French**, fluent in : **Dutch, English, German**