



## Uwe Jakob

Interim Manager Supply Chain, Logistics, Sales & Procurement

Danziger Str. 7b  
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\* April 5<sup>th</sup>, 1959 in Hagen (Germany)  
Married

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## At a Glance

- Diverse **all-rounder** in the field of **Transport & Logistics, Supply Chain, Sales and Procurement** with **30 years of leadership experience** in the development of customized strategies and their operative implementation in contract logistics and development of teams
- Extensive expertise in the holistic consideration of interrelations for a future-focused **orientation** of strategies and a sustainable **optimization of processes**
- Profound expertise: | **global purchasing** | World-wide sales | **project management** | KPIs | WMS | business management | negotiations | **outsourcing** | **supply chain management** | and many more
- Achievements: **Significant increases in sales and cost reductions** | **efficiency improvements** | realization of a closed supply chain management | customer and project acquisition
- P&L | purchasing responsibility up to €380 million | managed up to 30 employees
- **Person of integrity** with **innovative strength** and **high sales and purchasing performance**
- Straight-forward | authentic | solution-oriented | honest | target-oriented | pragmatic

## Professional Experiences

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01/2018 – 08/2018 **Manager Supply Chain** | Germany |

International Producer of Packaging Materials

*Head of Supply Chain, Customer service, Production planning, Work Preparation, Warehousing and Dispatch*

- 10 direct reports, 40 indirect reports
- Reorganisation of the Supply Chain and Customer Service department
- Implementation of BAAN-modules like MRP and MPS,, production planning and material ordering tools
- Modifikation, Design and Implementation of To-Be-processes for the complete supply chain
- Deputy plant manager function
- Directly reporting to the General Manager

11/2014 - 06/2017 **Bombardier Inc.** | Berlin & Montreal (Germany & Canada) | [www.bombardier.com](http://www.bombardier.com)

Global market leader for railway and aircraft technology | sales: \$16.3 billion | 66,000 employees

*Global Commodity Leader, Transportation & Logistics*

- Had sole responsibility for the development and definition of a global product group and purchasing strategy for transport & logistics
  - Implemented a closed supply chain strategy in three plants
  - Selected, controlled and evaluated suppliers
  - Analyzed the procurement markets and selected global and regional partners
  - Identified savings potentials, developed and consistently implemented respective measures
  - Conducted negotiations of frame contracts in line with the company
  - Responsible for escalation management at senior management level, internally and also at strategic suppliers
  - Developed and introduced a meaningful reporting system with key figures
  - Professionally managed and developed product group purchasers in different regions
- Responsibility:** Purchasing volume up to €380 million | directly managed 4 purchasers and professionally managed 60 purchasers world-wide

**Results:**

- Reduced costs up to 10% p.a. with annual savings of €35 million
- Significantly improved efficiency by standardizing and streamlining processes
- Realized adjusted warehouse management systems for the implementation of a closed supply chain solution
- Reduced fixed capital by realizing the closed SCM
- Responsible for a successful and seamless outsourcing of warehousing and logistics

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- 05/2011 - 10/2014 **Kühne + Nagel (AG & Co.)** | STUTE Logistics (AG & Co.) | Hamburg (Germany) | www.stute.de  
Provider of customized logistics concepts | sales: SFR 6,500 million | 66,000 employees  
*Department Head Project Management Aerospace* | 01/2012 - 10/2014  
*Senior Project Manager Aerospace* | 05/2011 - 12/2011
- Planned and controlled customer- and industry-specific logistics solutions for a key customer of the aviation industry as outsourced material supply
  - Consulted the customers, created offers, carried out the detailed project planning and consulting
  - Responsible for a tailor-made implementation of process changes required by customers
  - Coordinated and controlled the entire project in the realization phase
  - Supervised, controlled and, if necessary, optimized all processes during the startup and the test operation
  - Identified optimization potentials and shaped the structural organization, e.g. introduced organizational tools, work instructions and training materials
  - Coordinated with the responsible operative management in the expansion or re-engineering of projects in a solution-oriented manner
  - Carried out a customized and sustainable staff selection, training and development
  - Regularly created meaningful status reports on the project progress
  - Responsible for controlling of project budgets and final costing
- Responsibility:** Sales, budget, project volume up to € 30 million | managed 13 employees  
**Results:** Sales/profit increase
- Sales increase of approx. €10 million p.a.
  - Implemented new processes to establish and develop customer relationships
- 03/2002 - 04/2011 **METROPLAN Logistics Management GmbH** | Hamburg (Germany) | www.metroplan.de  
Provider of customized logistics concepts  
*Project Manager* | 01/2003 - 04/2011  
*Project Associate* | 03/2002 - 12/2002
- Analyzed and optimized logistic process landscapes, e.g. determined key figures and implemented lean concepts and processes
  - Planned and realized logistic concepts for different industries from data collection and analysis via dimensioning up to commissioning
  - Created and negotiated tenders and offers
  - Specified and tendered outsourcing measures in logistics and supported their implementation
  - Optimized operative processes
  - Exchanged information and acted as interface with different organizational units and subsections
- Responsibility:** Project volume up to €45 million | managed 5 employees  
**Results:** Successfully implemented outsourcing projects, optimizations in the seven-digit range
- 09/1989 - 02/2002 *Self-Employed Business Consultant Logistics*
- 10/1987 - 09/1989 **Fraunhofer Institute** | Dortmund (Germany) | *Scientific Employee*

# Uwe Jakob

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## Education

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- 09/2009 - 11/2009 **Logistics Controller (DLA)** | German Logistics Academy Nuremberg (Germany)
- 03/2001 - 02/2002 **Certified Consultant SAP/R3 Logistics** | Logistics Academy Hamburg (Germany)
- 10/1980 - 10/1987 **Degree in Business Administration** | University of Dortmund (Germany)  
Focus: Materials management and logistics
- 07/1979 - 07/1980 Military service
- 05/1979 University Entrance Diploma | High school Hagen-Hohenlimburg | Hagen (Germany)

## Additional Relevant Information

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- IT training MS Office | SAP/R3: WM/PP/SD
- Language skills **German:** Native speaker  
**English:** Fluent  
**Portuguese:** Fluent
- Stay abroad China | India | Australia | Russia | Armenia | Brazil | Romania | Slovakia | Japan
- Interests Classic music, active piano player and choir director, sport

Neu Wulmstorf (Germany), September, 21<sup>st</sup>, 2018