



## Benjamin Atelin (王杰明)

### ABOUT ME:

With 8+ years of work experience, 6+ in the automotive industry. I help organisations grow by identifying high potential suppliers.

Based in Shanghai, I'm responsible for the sourcing strategy of our customers around the world by providing them with the highest quality products at the best prices.

One of my driving forces is to search for ways to continuously improve myself to see significant benefits for companies.

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### PERSONAL INFORMATION:

**Nationality:** French

**Age:** 34 years

**Status:** Married (Chinese wife)



Driving License

### LANGUAGE SKILLS



French: Native Speaker



Chinese : Fluent



English: Fluent



Spanish : Intermediate

## WORK EXPERIENCE

### General Purchasing Manager

*NEXUS Automotive Sourcing Office, (Shanghai) - January 2018 - present*

International automotive aftermarket, represented in 138 countries with a total consolidated turnover of €34 Billion achieved through its 159 members. The sourcing office has been created in 2018 (8 Chinese fairly senior employees).

#### • Purchasing Management (Automotive, Trucks):

- ▶ Manage the Nexus Purchasing Services activities and report to the Global Purchasing Director based in France;
- ▶ In charge of purchasing strategy and sourcing decisions for Nexus brand and customer's private labels;
- ▶ Direct contact with the clients, collecting their needs and request (packaging details, marking instructions, products aspect, and specifications);
- ▶ Identify potential suppliers on the market for the current and future needs;
- ▶ Develop the database to reach a state of high level in all PO activities fields;
- ▶ Performs RFQ process and analyses price proposals (TCO);
- ▶ Supervise supplier's performance, relationship, and defined strategy;
- ▶ Negotiation cost, lead time, payment terms, and conditions;
- ▶ Conduct supplier factories visit with an evaluation of infrastructure, capacity, capability, methods, quality systems, and culture;

#### • Achievements:

- ✓ Sourcing value annually 61M\$;
- ✓ 54% increase in purchasing orders from 2022 to 2023;
- ✓ >39 product lines (Filtration; Engine/Transmission system; Suspensions, Rubber parts, Brake system, Electrical parts, Tyres);
- ✓ > 1000 suppliers analysed in China > 400 suppliers pre-audited (75 approved);
- ✓ Sourcing approved by leading manufacturers (Mercedes-Benz AG, Renault);
- ✓ 434 purchasing orders proceeded (2022 - 2023);
- ✓ 110 containers shipped by month from the beginning of 2022;

### International Buyer & Project Manager

*Strategic Technology Consultant, (Shanghai) - February 2017 - June 2019*

STC is a consulting firm with offices in Paris and Shanghai.  
STC became a joint-venture of NEXUS Automotive in 2018.

- ▶ **Project 1:** Project for a French automotive company, the mission was to transfer the complete industrial operations for the product line from France to a subcontractor in China (engine sealing);

#### ▶ Achievements:

- ✓ Transfer completed, saving 2.4M€;
- ✓ Localisation of raw materials resulting in annual savings >350K€;
- ✓ Transfer of production >557SKU/ 2000 tools - (PPAP validated);
- ✓ Leading a dedicated assembly production team (39 employees);
- ✓ Coordinate the daily meeting with the French and Chinese teams;

- ▶ **Project 2:** Project for an International OE manufacturer focusing on construction machinery, aerospace, marine, and rail;

**Mission:** Sourcing supplier for transfer of an OE production line to a subcontractor in China;

**Product:** Face seal (O-ring) from 75mm to 600mm, using injection molding;

#### • Achievements:

- ✓ Over 50 companies analysed -> 5 Short listed -> 2 Selected;

- ▶ **Project 3:** Project buyer for an international automotive Supercar (Aftermarket);

**Mission:** Identified a supplier capable of designing and producing a new clutch with high performance suitable for supercars;

**Product:** Clutch Disc/ Clutch Cover DMF (Dual-mass flywheel);

#### • Achievements:

- ✓ Over 12 companies analysed -> 2 Short listed -> 1 Selected;

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## SKILLS

### - Manufacturing process -

Injection molding, metal machining (CNC), casting, welding, forging, stamping process

### - Negotiation -

Ability to work with the other party to bring mutual benefits.

### - Sourcing -

Committed to selecting only suppliers with high capability, working in a healthy and qualified environment.

### - Communication -

Excellent listener, always looking to help build trust in a team by asking questions to give people an opportunity to share their knowledge and express their opinions.

### - Adaptability -

Curious and invested in learning with an open mind.

### - Leadership -

Invested in the team's success and growth. Guide, encourage, and support team members. Open to any improvement suggestions.

### - Microsoft Excel -

Proficient in Excel, PPT, Word.

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## CERTIFICATION



### Foundations of project Management

- Google -



### Negotiation: A Strategic playbook

- Yale University -



### Six Sigma (Advanced)

- University System of Georgia -



### Negotiation: Essential Strategies and Skills

- University of Michigan -

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## INTERESTS

Basketball (Level Semi-Professional)

Karate Shotokan

Weight lifting

Chinese History and Culture

- ▶ **Project 4:** Project buyer for a German automotive company (Aftermarket);

**Mission:** Identified a highly competent supplier to develop a 6-speed Automatic gearbox;

**Product:** Gearbox (Manual & Automatic transmission);

- **Achievements:**

- ✓ Over 10 companies analysed -> 2 Short listed -> 1 Selected;

### Business Developer Manager

*Koppa Consulting, (Lyon) October 2015 - January 2017*

KOPPA CONSULTING is a computer software company created in 2014. (5 employees)

- Identify and research potential clients;
- Develop and maintain client relationships;
- Gather useful information from customer and competitor data;
- Conduct ongoing market research;
- Problem-solving, to propose beneficial solutions to the customer;
- Reporting and daily communication with the technical service and general manager;

- **Achievements:**

- ✓ Implementation of a customer database;
- ✓ Improving sales strategy resulting to integrate 2 major customers;
- ✓ Maintain customer loyalty -> 98% of customer satisfaction;

### Junior Buyer

*Ecotone, (Lyon) February 2015 - September 2015*

Ecotone (formerly Royal Wessanen) is the leading company in Europe for organic food. (Headquarter in Lyon, France.)

- **Asia Strategy Sourcing:**

- Responsible for the Asian sourcing strategy development for the brand "Tanoshi";
- Research and identify new potential suppliers qualified with certification ISO 22000;
- Reporting and daily communication with the sourcing managers and quality department;
- Conduct price analysis and competitor benchmarking;
- Visit and sourcing new suppliers in Korea, Japan and China;

- **Achievements:**

- ✓ Creation of the Asian suppliers database (more than 68 suppliers);
- ✓ Case study for a creation of a purchasing office in Asia;
- ✓ Annually Turnover 10.5M€> -7% savings;

## EDUCATION



### Master of Science: International Purchasing & Logistics

*September 2014 - January 2015 MSc&MBA INSEEC Lyon FRANCE*



### Master: Chinese Business, Language and Culture

*September 2013 - June 2014 University of Jean Moulin Lyon 3 FRANCE*



### Bachelor Degree: University Jean Moulin Lyon 3

*September 2010 - September 2013*

### Exchange program: Sun Yat-Sen University Guangzhou China

*September 2010 - September 2013*