

# Xavier BOSMAN

## Technical buyer

15 years' experience in strategic sourcing management

As Business Engineer graduated in International Management with multi-disciplinary academic training, including some basic tax & legal knowledge, I have gained experience in both direct and indirect purchasing, engineering collaboration and industrial production environment.

I am a thorough and persistent person with strong analytical skills, and I have developed adaptability and fast-learning capacity throughout my professional experience.

I am a dynamic, problem-solver collaborator when supporting my team as well as when interacting with other functions.

## Professional Experience

### Responsibilities

### Acquired competences

Dec 2023 –  
Jun 2025

#### **Project Buyer** – Groupe Atlantic Manufacturing Belgium, Seneffe (BE)

Project-oriented purchaser with a main focus on NPI activities. Also in charge of the purchasing activities once products go life and the management of the suppliers selected for each project. Therefore, I have been involved in each step (gate) of each project until the discontinuation of the product.

*Related parts: components for HVAC products, NPI, project purchasing*

- Collaboration with NPI Project Manager to identify purchasing needs in line with customers' expectations
- Leading Project's purchasing activities
- Frame Agreements' negotiation and maintenance
- Data refining and enhancement of purchasing performance for corporate reporting (governance boards)

- ✓ Ability to understand expectations (inside and outside) and align them with purchasing strategy and challenges
- ✓ Sustained relationship with key partners to secure serial production of completed projects

2020 – 2023

#### **Group Buyer** – Euro-fitting Management NV, Zaventem (BE)

Buyer in charge of group purchasing activities, frame agreements & strategies. Gatekeeper of the group processes & procedures. *Related parts: production & supply chain equipments, SLA, indirect purchasing*

- Management of a wide range of contract-based services
- Collaboration with and support to several departments (HR, sales, EHS, supply chain, IT, manufacturing)
- Development & implementation of a centralized contract repository for the group, with support to local sites
- Project of standardization of racks & forklifts throughout all operational sites

- ✓ Contract comprehension & negotiation
- ✓ Collaborative mindset & capability to synthesize department and group goals
- ✓ Contract management & pedagogic skills
- ✓ Factoring in customer requirements, products & process understanding

2019 – 2020

#### **Strategic Purchasing Manager** – C.P. Bourg, S.A., Ottignies (BE)

Purchasing manager in charge of the make-or-buy strategy & the development of the purchasing process, with a tactical role to support the company's adaptation to the contingency context.

*Related parts: machined & fabricated parts, sheet metal*

- Data mining, final products' knowledge, consolidation & building of relevant families & RFQ batches
- New supplier research criteria
- Assessing current supplier base in order to identify key partner towards restructuring
- Translation of company standards to external suppliers & support to industrialization team, focus on machining
- Definition of key requirements for the outsourcing and creation of the related documents (a.e. PPAP, packaging)

- ✓ Analytical & synthesis skills
- ✓ Market & portfolio knowledges
- ✓ Quick decision maker during crisis & adaptative skills
- ✓ Industrialization & communication skills
- ✓ Purchasing toolbox creation, negotiation & management

## Responsibilities

## Acquired competences

2016 – 2019

**Industrial Buyer** – Vigan Technology, Nivelles (BE)

Buyer in charge of the purchasing department. *Related parts: mechanical goods & indirect purchasing*

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| <ul style="list-style-type: none"><li>– Management of a wide range of goods, from slewing ring and hyd. cylinders to machined pins and factory tools &amp; services</li><li>– Consolidating the wide supply base</li><li>– Develop and stabilize an uneven purchasing process</li><li>– Legal &amp; gentlemen agreements:<br/>=&gt; Enrich PO's from a legal standpoint<br/>=&gt; Conclude light contracts easy to handle for a SME</li></ul> | <ul style="list-style-type: none"><li>✓ Diversified portfolio management</li><li>✓ Wider industrial &amp; field knowledge</li><li>✓ Adaptation capabilities</li><li>✓ Structuring portfolio &amp; data cleansing</li><li>✓ Cut management costs &amp; wastes</li><li>✓ Business stabilization</li></ul> |
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2013 – 2016

**Buyer** – Caterpillar Group Services SA, Gosselies (BE)

New products introduction, cost reduction programs & strategic management.

*Related parts: heavy fabs, tanks, ROPS-FOPS components & counterweights*

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| <ul style="list-style-type: none"><li>– Review &amp; negotiation of legal documents with supplier to consolidate achieved new products cost reduction program</li><li>– Owner of the cost reduction program and purchasing strategy for my portfolio</li><li>– Cost reduction tracking: team champion</li><li>– In charge of tanks masterplan implementation (major cost reduction program and supplier base change) &amp; management of a NPI crisis at the newly selected supplier</li><li>– NPI: management of parts with specific requirements</li><li>– Management of suppliers in crisis or bankruptcy (2012-2014 economic crisis impact)</li></ul> | <ul style="list-style-type: none"><li>✓ Legal issues insight and management</li><li>✓ Challenging supply base &amp; build strategy</li><li>✓ Reporting to top decision-makers</li><li>✓ Owner of the 6Sigma Implement &amp; Control phases, decision-maker role</li><li>✓ Bringing together different interests</li><li>✓ Complex process comprehension</li><li>✓ Handling a changing environment, supplier strategy adaptation</li></ul> |
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2011 – 2013

**Purchasing analyst** – Caterpillar Group Services, Gosselies (BE)

Main support to the Category Buyer. *Related parts: heavy fabrications*

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| <ul style="list-style-type: none"><li>– Data mining and facts checking</li><li>– Drawing review</li><li>– Creation of decisional supports</li><li>– KPI management</li><li>– Collaboration with direct colleague located in Poland</li><li>– SAP introduction and development: team champion</li></ul> | <ul style="list-style-type: none"><li>✓ Big data management</li><li>✓ Technical knowledge</li><li>✓ Synthetizing</li><li>✓ Factual supplier collaboration</li><li>✓ International environment</li><li>✓ Leader of change implementation</li></ul> |
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## Education

### Academic Background

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| 2009 – 2011 | Masters' degree in Business Engineering (2y) obtained with distinction, UMONS, Belgium |
| 2011        | Entrepreneurship work-group (simulation of starting a business), UMONS, Belgium        |
| 2009        | Test of English for International Communication (TOEIC test) passed successfully       |
| 2006 – 2009 | Bachelor's degree in Business Engineering (3y), UMONS, Belgium                         |

### Internships and Additional Training

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| 2024      | Group Atlantic training on standard contractual clauses, legal pitfalls and group constraints                             |
| 2015      | ABCAL training as part of the degree of professional purchaser, unit « legal and financial aspects of purchasing »        |
| 2014      | Caterpillar trainings on organization, leadership and communication skills in a company, as pre-requisite for supervising |
| 2013      | DMAIC 6Sigma Green Belt training  |
| 2010      | Internship at the Agence Wallonne à l'Exportation et aux investissements étrangers (AWEX), Brussels' head office, Belgium |
| 2009-2010 | Multicultural immersion program (ERASMUS), Universiteit Twente, Netherland  |

### IT Skills

Familiar with tools running on Windows and Mac OS X, such as:

- MS Office & PowerBI
- Applications for storing and sharing in the cloud (Dropbox, Google Docs, Hubic)
- Internet browsers (Firefox, Safari, Chrome, IE)
- Mail apps (Spark, Thunderbird, Outlook, Lotus Notes)
- SAP application (MM, MD, ME modules)

### Language Skills

Mother tong: French

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| - English: | fluent (writing, reading, speaking)                                 |
| - Dutch:   | Academic level (writing, reading) / elementary knowledge (speaking) |