

Jeremy BRICTEUX

39 years (born in 1985) – jeremy.bricteux@protonmail.com
Belgian – Legal cohabitation. & 2 children - Driving license B
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Mechelen

Flexible Manager with Leadership Skills

PROFESSIONAL EXPERIENCE

- Aug 22 – Pres **MONTANA Aerospace** – Zaventem (Belgium) Austrian/Swiss company - SWX: AERO
Aerospace industry. Tier 1 / Tier 2 Supplier (Slat & Flap tracks): Airbus A320, A330, A350, Boeing, Embraer, Bombardier, Fokker, Lockheed Martin (F35)
- Senior Strategic Buyer - Asco Belgium and Asco Germany sites for machined parts.**
- ➔ Sourcing and management of a Spend of 45M USD, constituting over 40% of Asco Belgium's total expenditure. The focus is on cost control, supply chain optimization, and project pipeline management.
- Categories (Machined Parts & Aerospace Raw Material) and Spend 45 m€*
- Machined Parts (3-4-5 axis CNC) including Raw Material Sourcing, Machining and Surface Treatments
 - Aerospace Raw Material round bars & plates (Titanium, Aluminum, CRES, Copper)
- ➔ Contract Management Team Leader: Right-hand man of the General Legal for the Procurement Team, Reporting to C-Level
 - ➔ Claim Management toward the Suppliers
 - ➔ Supply Chain Management
 - ➔ Team Leader of a team of 3 people in Vietnam: supervision and delegation of administrative tasks.
- Aug 22 – Pres **Volunteer activity** – Woluwe-Saint-Pierre (Brussels)
- ➔ I am accountable for the technical management of a building with six apartments.
 - Negotiation and securitization of a 2-gigawatt (GW) hedging contract for all 32 buildings managed by the trustee office.
 - New Gaz heating system: feasibility study, RFQ, Proposal and negotiation
 - Solar panel system: feasibility study in progress
- Jun 18 – Aug 22. **TEREX GLOBAL GmbH** - Schaffhausen (Switzerland) – American Company - NYSE: TEX
Terex Corporation is a global manufacturer of lifting and material processing products and services delivering lifecycle solutions that maximize customer ROI.
- Major Terex brands include Terex, Genie, Fuchs, Finlay, Powerscreen, Frana, Evoquip, CBI,
- Aug 20 – Aug 22.: **Global Category Manager, Material Processing, Parts**
- ➔ Review and redesign of the "New Equipment Process (NPPD) " to include the Aftermarket requirements and steps and secure inclusion of the Full Product Life Cycle.

Strategical hybrid role:

- Parts Product management (revenue increase)
- Parts private branding & box private branding
- Parts Sourcing & re-sourcing
- Setup of a New product development process considering Parts / Aftermarket from the initial step (parts branding; sourcing; pricing).

Jun 18 – Aug 20: **Global Category Manager, Corporate, Parts and Services**

- ➔ Accountable for 20MUSD Parts Spend with focus on Cost Control, Supply Chain optimization and Project Pipe management.
- ➔ Build and develop a brand new Global Strategic Category Sourcing Strategy and deliver a solid strategic roadmap at the crossroad of 2 Terex Global Major Initiatives: Strategic Sourcing Optimization and Aftersales Growth.
- ➔ Developed an aftermarket Program that led to the creation of a 2nd Filtration product line.
- ➔ Rationalized dedicated category costs at Terex, saving 2.3% in 2019 and 3.0% in 2020.

Categories and Spend:

- 2018 – Pres:	Engine Parts	\$ 16 mn.
- 2019 – Pres:	Filtration	\$ 2.5 mn.
- 2020 – Pres:	Fluid Transfer & Control	\$ 1.5 mn.

Total spend: \$ 20 mn.

- Responsible for Global Sourcing Category Strategy elaboration and implementation
- Material Cost Management and yearly price increase mitigation plans & execution
- Preferred supplier agreement preparation and negotiation, and implementation
- Project Leader for specific sourcing and resourcing initiatives related to my categories.
- Supply chain optimization implemented that led to up to 20% savings for global suppliers.
- Implementation of All Makes & Direct Shipping Programs (DSP) using EDI.
- Conduct Aftermarket Supplier audits for Filtration suppliers.
- Member of the group's strategic purchasing team, in direct contact with engine manufacturers
- Worked in close collaboration with Parts Forecasting, Pricing, and Procurement leaders.
- Supply chain risk assessment and mitigation plan during COVID-19 crisis
- Net working capital optimization initiatives (inventory optimization + supplier payment terms)

Jun 12 – Dec 17 **Alpha-Prime** sa.- Brussels

Belgian Company (10 employees) delivering tailor-made supply chain solutions to African Mining, Oil & Gas, Cimentery, and construction industries.

Introduced a process that resulted in a comparative advantage: higher sales volumes and lower costs

Lead Buyer

Manage the relationship, procurement & logistics of technical products for overseas industries. Trade 6 to 10 million € per year. Polyvalent function as described below:

Procurement:

- Outsourcing procurement for industrial customers located in Africa
- Develop long-term relationship, negotiate prices and conditions with suppliers.
- Import goods from Asia (South Korea, Japan and, India), USA, Europe and East-Europe to warehouses in Brussels and Antwerp before expedition in Africa.

Customer requirement needs:

- Making quotations following specific customer's needs
- Follow the market and competitors to adjust our prices and price discrimination
- Develop and implement new strategies to deliver ongoing cost reductions
- Business Development in Poland and Kazakhstan

Order Management

- Order Processing & Acknowledgment on Sage ERP

- Develop and implement new purchasing strategies to deliver ongoing cost reductions and Processes simplification

Technical Goods:

- Speciality: Spare Parts
- Focus on worldwide sourcing of Genuine, OEM, and Aftermarket Spare Parts for Mining Trucks (Caterpillar, Volvo, Hitachi, Komatsu, Terex, O&K, Liebherr, ...)
- Range of other products I deal with: Heavy Equipment, Cranes, Trucks, Engines, Compressors, Drilling, Equipment and Spares, Valves, Filters, Lift trucks, IT- Electric-Electronic Components, PPE, Building & Sanitary Material, Measurement, Crushing & Conveying, Air conditioning, Tools, Hydraulic Hose and fittings, Pumps, Scaffolding

Logistics & Export:

- Customers located in RD Congo, South Africa, Angola, Nigeria, Gabon, Mali, Burundi, Rwanda, Chad, Congo Brazzaville.
- Knowledge of Import/Export practices (Incoterms, Customs, HS Codes, Dangerous Goods, Expedition)
- Calculate different transport costs to sites located in Africa (Airfreight; Seafreight)
- Developing long-term relationships with third parties
- Organization of road truck transports and shipment by sea freight (FCL, LCL) and by airfreight
- Shipment follow-up

IT:

- Automating repetitive tasks on Excel, Excel Training to my colleagues, Using VBA & Macros
- Support and setting up of new ERP software
- Process simplification
- Configuration of Laptops & PC's following customer's needs

Apr 08 – Mar 12 **Sales experience (inside/outside) of 4 years in different companies in Belgium**

EDUCATION, LANGUAGES, IT AND OTHER	
ACADEMICS	2014-2017 BSc in Economics: “Applied Economics” 2017-2018 Master 1 in Applied Economics: “Innovation Management” Paris-Sud University (15 Rue Georges Clemenceau, 91400 Orsay, France). 2019-2020 Master 2 in Applied Economics: “Corporate Finance Performance Diagnosis” Grenoble-Alpes University (621 Avenue Centrale, 38400 Saint-Martin-d'Hères, France)
EDUCATION	2011 Industrial Piping – Sodeco (Inside) 2012 Technical Drawing – Technofutur (Online) & Industrial Piping – Technifutur Industries 2012 AUTOCAD 2012 (2D/3D) – Intermediate Level (On-site) 2016 Polish – Evening Classes – Waystage 1– CVO Meise-Jette (On-site) 2019 Leadership management – Internal training Program– Terex 2020 Exercising Leadership: Foundational Principles - Harvard Business School 2024 Verbindende Communicatie – McTech+ (in Dutch) 2024 Industrial Secourist – Securex
LANGUAGES	French C2 - English C1 - Flemish B2 - Polish A1 – Spanish A1
IT	Microsoft Office suite (Word, Excel (extensive knowledge), PowerPoint and Outlook), Sketchup, AutoCAD “International Language PC Technician” training organized by Technifutur Certifications: CompTIA A+ 220-1001 & 220-1002
CAD	Hand Technical Drawing / Autocad 2012 (2D/3D) / Sketchup / Able to read technical drawings
HOBBIES	Martial Arts: - Jeet Kune Do - Filipino martial arts Biking & Running