

# Curriculum vitae

Christos Papadopoulos	
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Zivilstand	Geschieden, 3 Töchter
Geb. Dat.	13.11.1971
Professional Experience (the latest first)	
2018 - heute	<p>EY Wirtschaftsprüfungsgesellschaft GmbH</p> <p>Deputy Chief Negotiation Officer for the Region Europe West            Negotiations of big pursuits            Consulting for the Leadership Team            Group- and single coaching for negotiations preparation            Trainings for the internal organization on negotiations, pricing and e-auctions topics for all levels (Consultant to Senior Partner)</p>
2017 – 2018	<p>SEG Automotive Germany GmbH (vormals Robert Bosch)</p> <p>Senior Manager Commercial Purchasing Direct Material            Responsible for a team of 9 people (4 lead buyers, 4 commodity buyers, 1 assistant) managing a high three-digit-million € direct spend for direct material            Major Achievements</p> <ul style="list-style-type: none"> <li>Established new organizational structure after carve out of BOSCH</li> <li>Rolled out globally standardized processes for procuring direct material</li> <li>Developed a global procurement strategy template for the whole organization</li> <li>Led numerous annual negotiations and achieved savings of more than 3% p.a.</li> </ul> <p>Developed concepts for negotiation designs based on company structures</p>
2010 - 2017	<p>BASF SE, Ludwigshafen GERMANY</p> <p>Senior Manager Procurement Consulting Services, Management Consulting            Responsible for global procurement activities for consulting services. This includes the categories Management Consulting, Exclusive Single Client Studies and Benchmark Studies. Developed new methodologies on e-auctions based on game theory as part of the consulting service offering            Major Achievements</p> <ul style="list-style-type: none"> <li>Single responsible for purchase volume of high two-digit million € and savings of 5% p.a.</li> <li>Rolled out globally standardized processes for procuring consulting services</li> <li>Developed procurement strategy since 2010 for exclusive studies and managed internal stakeholders Developed best practices about applied methodologies and managed the tender process to top management</li> <li>Managed and maintained international relationships with key suppliers for the respective categories</li> <li>Established globally SRM processes and coordinated regional procurement activities in NA, SA and AP</li> <li>Consulted as Management Consultant and Project Leader internal customers in Commercial Excellence projects on Strategic Auctioning, Negotiation Design and Management, Pricing and Organization</li> </ul> <p>Developed concepts and methods for e-auctions (both sides sell/buy) and negotiation designs (cooperative/creative/competitive) based on game theory aspects</p>
2003 – 2010	<p>BASF IT Services Group, Ludwigshafen GERMANY</p> <p>Senior Procurement Associate            Managed globally within an international team the procurement for BASF's IT services group. This includes the categories IT Consulting, Hardware and Software. Provided strategic consulting of all internal business units about scope, methodologies, required budget and processes            Major Achievements</p> <ul style="list-style-type: none"> <li>Responsible in a team of two for the purchase volume of 70 million € and savings of 6% p.a.</li> <li>Developed and introduced supplier evaluation methodology and best-in-class contract design for all IT services</li> <li>Developed and established the Top Supplier Strategy 2005-2010 and the Sourcing Partner Strategy 2007-2010</li> <li>Designed and enforced first outsourcing and outplacement activities for services</li> </ul>

2002 - 2002	<ul style="list-style-type: none"> <li>• Developed best practices about applied methodologies and managed the tender process to top management</li> <li>• Established e-Auctions and e-RFQ's for all development and consulting services</li> <li>• Managed all integration activities during Post Merger Integration of Ciba Corporation and Cognis</li> </ul> <p>Energiekontor AG, Bremen GERMANY</p> <p>Country Manager for wind farms projects</p> <p>Managed the country-wide activities and commercialization of Energiekontor's wind farms projects in Greece through the local office. Conducted technical and commercial planning and steered financial reporting on the respective projects. Led functionally 4 employees of the Greek branch in Athens.</p> <p>Major Achievements</p> <ul style="list-style-type: none"> <li>• Developed key standards and methodology tools for steering project management activities</li> </ul> <p>Negotiated successfully wind farm equipment contracts for selected suppliers</p>
1999 - 2001	<p>Siemens AG Information and Communications Networks, Mannheim GERMANY</p> <p>Account Manager</p> <p>Managed regionally activities and commercialization of Siemens IT portfolio and led the project management of all acquired projects for multiple customers</p> <ul style="list-style-type: none"> <li>• Carried responsibility for order inflow of 6 million € p.a.</li> <li>• Supervised the controlling activities</li> </ul> <p>Led all sales activities as lead and opportunity generation in the assigned area of responsibility</p>

**Education and trainings (last training first)**

2022 - heute	<p>Currently participating on the Certified Global Negotiator program of the University St. Gallen, Switzerland (CGN-HSG)</p>
2000 - 2021	<p>Certificate as "Advanced Negotiator" by Schraner Negotiation Institute, Zurich, Switzerland</p> <p>Several training on Negotiations across the different techniques and methods as HARVARD and Stanford Negotiation Principles</p> <p>Certificate as Chief Negotiation Officer (CNO®) by Schraner Negotiation Institute, Zurich, Switzerland</p> <p>Certificate Self Managing Leadership® Programme by Oxford Leadership Academy</p> <p>Several trainings (online and offline) and studies on presentations, conflict management, rhetorical skills, competitive strategy, game theory, auction theory and negotiation theory</p>
1993 - 1999	<p>University of Mannheim, Mannheim GERMANY, M.A. in Political Science and German philology, GPA of 2.0</p>
1991 - 1993	<p>University of Mannheim, Mannheim GERMANY, Basic studies of economics – courses in Business Mgmt., Marketing, Accounting</p>