

Curriculum Vitae – Abasin Gardiwal

Personal data

Name: Abasin Gardiwal

Academic degree: Diploma
Business informatics



Date and place of birth: 07.04.1981 in Kabul, Afghanistan

Nationality: german

Marital status: single

School education

1991 – 2000 Städtisches Meerbusch Gymnasium
Graduation: Abitur/ university entrance qualification

1990 – 1991 Martinus Grundschule Meerbusch

1986 – 1989 Primary School in New Delhi, India

Higher education

01.10.2000 Graduate in Business Informatics (TU Clausthal)

Focus areas:

- Project management and planning
- Distributed and cooperative systems
- Integrated application systems

Work experience

01.05.2020 - ongoing Freelancer (Procurement, Strategy and Consulting)

01.06.2021 – 31.03.2023 Gropys AG (Head of Procurement)

01.06.2019 – 31.03.2020 Hexad GmbH

15.08.2009 – 30.09.2018 Volkswagen AG (various functions in procurement)

11.08.2008 – 27.03.2009 Graduate student Volkswagen AG Brunswick

01.11.2006 – 31.07.2008 Self-employment in the gastronomy industry

Language skills

- German mother tongue
- English business fluent in written and spoken
- Hindi business fluent
- Persisch second mother tongue
- Paschto business fluent

Professional focus

- Development of processes and methods (especially for procurement)
- Requirements analysis and management as well as definition of sourcing strategies
- Global procurement, especially in the construction industry as well as IT hardware, software and IT services (waterfall, agile/scrum), agile contracting
- Development of global category management and procurement strategies
- Negotiation strategies incl. preparing, leading and closing negotiations
- Negotiation coaching and use of different methods and approaches
- Process analysis and process optimization, optimization of business processes
- Key account management in sales, acquiring new customers and establishing cooperation
- Change management, digital transformation, IT consulting

Softskills

Analytical ability – Problem solving – Outcome-oriented thinking and acting
Customer orientation – Communication skills – Persuasiveness
Intrinsic motivation

IT skills

- Very good knowledge of MS Office (Outlook, Excel, Word, PowerPoint)
- Confident handling of various operating systems (Windows, iOS, Android) and various applications
- Basic programming skills in Java, C++, Prolog, SQL
- Very good knowledge in the use of IT systems, especially in procurement and purchasing systems (including SAP ERP)

Hobbys

- IT, tech und automotive
- Sport (soccer, jogging, fitness)

Work experience as a freelancer / strategy consultant

Feb 2024 – Jan 2025

Interim Manager at UTM – Unternehmensgruppe Theo Müller

- Ensuring operational purchasing across three locations (Dresden, Telford, Poznan) with requests for quotations, order initiation, invoice verification and internal coordination with requesters from a wide range of departments
- Processing the requirements of the central warehouses at production sites as well as purchasing maintenance and repair of systems, tools and parts.
- Review, validation and optimization of existing purchasing processes regarding operational and strategic purchasing as well as use of the Ariba network for tenders, web stores and catalogs
- Review, validation and optimization of the job split between Group Purchasing and Operational Purchasing in the Group Shared Service Center (GSSC)
- Revision of task and job descriptions for employees in Purchasing at the GSSC
- Definition of the skillset for the defined task and job descriptions
- Assessment and evaluation of employees based on the skillset
- Advising and coaching employees on topics such as sourcing, negotiation and negotiation strategies and contract design

Sep 2023 – Jan 2024

Interim Head of Procurement, Celle Uelzen Netz GmbH

- Leading the procurement team and coordinating with all relevant stakeholders in the technology departments
- Ensuring day-to-day operations, particularly during the year-end activities of the energy provider
- Conducting strategic tenders in the field of civil engineering, including the construction of a new site, as well as services provided by an energy supplier (electricity, water, gas)
- Leading negotiations and concluding them up to commissioning, contract development, including coaching employees in negotiation techniques with new methodologies and approaches

Sep 2023 – Dez 2023

Tender Manager IT Security/ Cybersecurity Network for the IHK Gesellschaft für Informationsverarbeitung mbH, an IT subsidiary of the German Chambers of Industry and Commerce

Two tenders on the subjects of **SASE (Secure Access Service Edge)** and **PAM (Privileged Access Management)**:

- Compilation and consolidation of requirements through technical discussions with stakeholders as the basis for the tender (e.g., IT, Technology, Legal, Data Protection, Contract and Claim Management)

- Preparation of the entire tender documentation (service description, price sheet, questionnaire, evaluation matrix, etc.)

May 2020 – ongoing

IT, Management and Strategy Consulting for several global clients & consultancies

- Process and strategy consulting
- Consulting in tender preparation and pricing (incl. cost-break-down)
- Support and coaching in negotiations (online negotiation systems, remote/telephone or onsite negotiations) as well as contract design and management
- Consulting in the specification of the procurement and negotiation processes
- Introduction and implementation of new procurement processes at the customer's site

Work experience at Gropys AG

June 2021 – March 2023

Head of Procurement

- Build and lead the procurement team and report directly to the CFO
- Responsible for setting up procurement processes and practices
- Definition of guidelines, standards and tender documents
- Demand analysis as well as set-up of a commodity group management incl. definition of sourcing strategies (local, regional, global sourcing)
- Establishment of a dedicated supplier management based on the commodity groups
- Negotiation strategies incl. preparation, leading and conclusion of negotiations
- Negotiation coaching of the procurement team and use of different methods and approaches

Work experience at Hexad GmbH

June 2019 – April 2020

Sales and Business Operations

- Responsible for sales activities (key account) for the Volkswagen Group (VW, Audi, MAN, Porsche)
- Opening of a new Hexad location in Ingolstadt for the Audi Software Development Center (SDC)
- Management and responsibility for the Ingolstadt site of Hexad GmbH
- Responsible for the tenders of Volkswagen, Audi, MAN and Porsche

- Establishment of new processes and pricing structures as well as new presentation and proposal documents

Work experience at Volkswagen AG

Jan 2018 – Sep 2018

Head of Frontloading Digitization & Mobility Services -Group Procurement (K-BC-2/1)

- Transformation and involvement of the entire team as software experts as part of the change management of a restructuring process
- Definition of the functional content for the transformation and restructuring
- Responsible for internal procurement consulting and frontloading for the digitalization & mobility services of the Volkswagen Group
- Definition of new processes and optimization of existing processes with all relevant stakeholders and business units in terms of time-to-market and end-to-end feasibility
- Responsible for procurement and awarding of contracts for digitization and mobility services
- Responsible for tenders and awards in the area of Connected Car
- Representing Group Procurement in all relevant decision-making committees of digitalization at management level
- Reporting to top management and the Chief Procurement Officer

Jan 2016 – Dec 2017

Head of Customer Relations and Processes (CRP) and establishing a team for digitalization (K-BA-DX/4)

- Process optimization as well as business need analysis and definition of strategic assignments and tenders with Group IT
- Transition of the collaboration model to other business units within digitization (sales, technical development, etc.)
- Definition and setup of frontloading for digitization and mobility services
- Responsible for tenders and awards in the area of connected car

July 2012 – Dec 2015

Group IT purchaser for IT services (K-BA-DX/2)

- Responsible for the strategic procurement of IT services for the business units Marketing, Sales and Aftersales as well as the associated IT departments
- Responsible for the strategic procurement of IT services for the business unit Technical Engineering (from Jan 2015)

Jan 2011 – June 2012

Customer Relations and Processes (CRP)

- Set-up of the CRP team including the processes for the standardized procurement of IT hardware, software and services with all 55 departments of Group IT

- Establishment of a demand and tender management structure
- Creation of standardized templates and documents as well as a role and skill matrix for IT services
- Responsible for the business units Marketing, Sales and Aftersales as well as the associated IT departments

Nov 2009 – Dec 2010

Beschaffungsservice Beteiligungsgesellschaften (BSB)

- Procurement of IT software, hardware and IT services for the subsidiaries of Volkswagen AG
- Coordination of requirements with the respective subsidiaries, definition of strategies and development of processes
- Project management for the development of a digital marketplace for the group subsidiaries with the goal of using existing purchasing conditions and contracts and reducing costs and efforts