



GERGŐ KOVACS

Consultant

Born 1988



SIDEKICK NETWORK
selected experts

- Business Professional with more than 10 years of experience at top tier management consultancies and global corporations
- Experienced and certified project manager with proven analytical and presentation skills
- Strategy and process expert in procurement and supply chain management fields and multiple years of experience in the pharmaceutical industry
- Cross-cultural experience gained by working in Switzerland, USA, Singapore and Eastern Europe



EDUCATION

2010 – 2012	Corvinus University of Budapest, Hungary MsC / Business Development
2007 – 2010	Corvinus University of Budapest, Hungary BsC / Business Development

CERTIFICATION / FURTHER EDUCATION

2020	PMP
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EXPERIENCE / BACKGROUND

Professional Experience	10+ years
Language	Hungarian (native) English (fluid) German (intermediate)
Industries	Packaging & chemicals Pharma Energy Automotive FMCG Transportation Financial services
Methods & Management Skills	Project Management (agile, waterfall) PMO Supply Chain Management Category Management Stakeholder Management Supplier Management Contract Management Global Sourcing Financial Market Research Business Development Procure-to-Pay Design Thinking Scrum Kaizen
Technical Skills	Microsoft Office 365 / Microsoft 365, incl. MS Teams SAP (MM, SRM, BW, BO, Dashboard design) GEP



Jaggaer P2P and S2C modules
Fluenta e-auctions
Archlet (development)
SmartSheet
Trello



PROFESSIONAL EXPERIENCE

11/2020 – 01/2022
Switzerland

F. Hoffmann-La Roche, Spare parts, and consumables optimization program

Procurement workstream lead (external consultant)

Responsibilities:

- Optimize spare parts and consumables management globally
- Establish a global MRO operating model, calculate ROI to prioritize roll-out across sites, planning and roll-out
- Idea development, selection and implementation of site-specific initiatives, plan, and guide implementation
- Establish the basics for a successful roll-out: KPIs, standard processes, governance structure, suggested targets, reporting

11/2019 – 03/2020
Switzerland

Amcor Group, Category strategy development and implementation in a global chemical category

Category Manager

Responsibilities:

- Perform global campaign in a specialty chemical category with an oligopolistic market
- Develop category strategy, align with business stakeholders, collect specifications, establish RFP documentation, engage with suppliers, analyze offers and run negotiations
- Outperformed savings expectations by shifting volumes sequentially to a growth-oriented, low-cost producer in Asia

07/2019 – 10/2019
Switzerland

Amcor Group, Post-merger implementation of procurement synergies: a large-scale sourcing campaign

Commercial work stream lead, Analytics lead

Responsibilities:

- Work stream lead in a global sourcing campaign in a direct category over \$500M tender value
- Coordinate availability of specifications and baseline, plan demand, establish e-sourcing event, train, and guide vendors throughout bidding process
- Run bid analysis and prepare volume allocation scenarios, support category lead in negotiations and contracting; report results to procurement management



10/2018 – 05/2019
USA

Amcor Group, Pre-merger due diligence and synergy assessment in procurement

Manage synergy analytics of direct categories

Responsibilities:

- Pre-merger due diligence project aiming to assess purchasing/cost synergies between Amcor and its acquisition target in the USA
- Identify, quantify, and verify synergies with procurement managements of both companies
- Prioritize projects and plan implementation: high-level tasks, timeline, targets, resource planning

04/2018 – 09/2018
Switzerland

Amcor Groupin cooperation with Archlet AG, Develop purchasing cost optimization application

Project Manager

Responsibilities:

- Develop purchasing cost optimization application used in large-scale and high-complexity tenders for bid analysis
- Design requirements, select IT developer company, plan development sprints, contract, and measure back delivery
- The developed tool was successfully implemented, received venture capital funding and is now marketed by Archlet AG

01/2018 – 03/2018
Singapore

Amcor Group, Implementation of electronic auction in commodity sourcing

Project Manager/PMO

Responsibilities:

- Achieve cost savings by introducing e-auction in sourcing of chemicals in the APAC region
- Establish standard processes and conduct workflow trainings, as well as run successful pilot auctions resulting in 10-15% savings

10/2017 – 12/2017
Singapore

Amcor Group, Purchasing cost saving acceleration in polyethylene film sourcing

PMO/Analytics lead

Responsibilities:

- Consolidate supplier base and save 5-10% on polyethylene films by running a tender in the APAC region



- Run successful RFI and RFP, as well as direct negotiations in cooperation with category managers and country buyers

11/2016 – 09/2017
Switzerland

Amcor Group, Group-wide roll-out of Procure Plus Program

Internal consultant

Responsibilities:

- Establish and conduct standard procurement trainings and excellence tools for a global program to improve purchasing
- Ensure data availability and quality, as well as run standard management reporting of procurement KPIs globally
- Opportunity development to increase savings and accelerate implementation cycles, pipeline planning with category leads
- Establish governance and reporting structure for categories transferred to global procurement; change management

04/2016 – 09/2016
Germany

Horvath & Partners, Implementation of an access management system at a car manufacturer

Senior Consultant, Team lead

Responsibilities:

- Identify and estimate user-access related risks in the client's IT environments globally
- Map existing systems, roles, users, and access rights
- Revamp roles and access rights in accordance with the client's increased intellectual property requirements

09/2015 – 02/2016
Central and Eastern Europe

Horvath & Partners, Develop growth strategies for startup companies

Senior Consultant, PMO

Responsibilities:

- Evaluate existing strategies and develop growth strategies for 3 startup companies targeting venture capital funding
- Run market research and draw up growth paths and scenarios
- Financial modelling, calculation of funding needs and connect clients with venture capitalists



01/2015 – 06/2015
Central and Eastern Europe

Horvath & Partners, Capacity and process design for a purchasing shared service center of an energy producer
Senior Consultant, PMO

Responsibilities:

- Organization design and process development of P2P processes to consolidate operational tasks in a shared service center
- Division of strategic and operational sourcing, capacity sizing, establishment of tasks lists and job descriptions
- Plan implementation, including high-level workflows, value thresholds, system coverage

06/2014 – 10/2014
Central and Eastern Europe

Horvath & Partners, TCO/lifecycle modelling of vehicle sourcing
Consultant, Procurement Expert

Responsibilities:

- Demand planning and financial modelling of long-term bus sourcing needs of a large bus operator
- Writing a feasibility study based on scenarios developed as part of a long-term sourcing plan

10/2013 – 05/2014
Central and Eastern Europe

Horvath & Partners, Category strategy development and purchasing spend reduction at a mid-cap pharma producer
Consultant, Team lead

Responsibilities:

- Build spend cube, finetune spend classification and run workshops with the client to identify savings opportunities in indirect categories
- Cluster and prioritize opportunities, plan implementation with sourcing managers
- Category strategy development in high-potential (sub-)categories

04/2013 – 08/2013
Central and Eastern Europe

Horvath & Partners, Procurement organization re-design at an FMCG company
Consultant

Responsibilities:

- Re-design strategic sourcing organization at an FMCG company present in the CEE region



- Develop implementation plan, design high-level processes and category templates; provide trainings
- Develop category strategies in a few, selected categories with category managers

11/2012 – 03/2013
Central and Eastern Europe

Horvath & Partners, Develop organizational and operational strategy and governance model for a public sector organization
Analyst

Responsibilities:

- Support mapping of as-is organization, roles and responsibilities and processes
- Conduct interviews with the client's management and analyze data to identify pain-points
- Support preparation of strategy, governance model

03/2012 – 09/2012
Central and Eastern Europe

Horvath & Partners, Procurement cost savings acceleration with implementation focus at a waste company
Analyst

Responsibilities:

- Support a series of indirect procurement campaigns in 5+ categories (e.g. cleaning services, MRO)
- Realized 5-20% savings by tendering and using e-sourcing tools
- Provide trainings and establish standard workflows to use e-sourcing tools on a sustained basis

10/2010 – 12/2010
Central and Eastern Europe

E&Y, Financial due diligence of a headhunter company (pre-acquisition)
Analyst

Responsibilities:

- Financial statement analysis and sampling/auditing P&L lines
- Support financial valuation and price modelling