



DR. ZSOLT POCSAI

Senior Consultant

Born 1968



- 20+ years of experience as a project manager with deep knowledge in business processes and system implementations especially in strategic and operational purchasing (from the concept stage up to the implementation phase incl. data and process modelling)
- Proven knowledge in conception, redefinition and implementation of new global processes and IT landscapes, including shared service centers and involved business functions
- Experience with supporting the implementation and/or rollout of complex IT-applications and managing the changes of all involved corporate functions
- Great multilingual communicator with drive and hands-on attitude (fluent in German, English and Hungarian)



EDUCATION

05/1999 – 06/1999	Axiomatic Design Lab, Massachusetts Institute of Technology (MIT), Cambridge, MA, USA Fellowship
04/1994 – 04/1995	University of Karlsruhe DAAD-Postgraduate-Scholarship at the Institute of Applied Computer Science in Mechanical Engineering (RPK)
10/1993 – 12/1993	Marble Arch Intensive English Language School, London “English as a foreign language”
1988 – 1993	University of Technology and Economics (Budapest) Master of Science Mechanical Engineering Master Thesis in cooperation between University of Technology and Economics Budapest and BMW AG

EXPERIENCE / BACKGROUND

Professional Experience	22+ years international Project and Rollout Management
Language	Hungarian (native) German (fluent) English (fluent)
Methods & Management Skills	(IT) Project/Program management (waterfall, agile) Supply chain management Procurement (P2P) eProcurement, Implementation of purchasing solutions Rollout Management Communication and change management Strategic and operative procurement Master data management Data- and process modeling (ER, EPK, BPMN) E2E process management Outsourcing Resources- and budget planning Business case creation Reporting and top management presentation Coaching, Training Definition of KPIs Cross-functional team leadership



Technical Skills

MS Office
eProcurement/eCatalog applications (SAP SRM, jCatalog/Opus
Capita, POET)
Application Lifecycle Management (HP ALM)
Camunda Modeler
Sharepoint
Aris



PROFESSIONAL EXPERIENCE

Since 01/2023
Germany, Hungary

Bosch
Senior Project Manager

Responsibilities:

- Ensuring on-time supplier approval and customer pre-acceptance of a machine for the automotive industry.
- Customer and client are located in Germany, supplier is located in Hungary

09/2020 – 12/2022
Hungary

Public sector, eLearning factory
Senior Project Manager and Business Consultant

Responsibilities:

- Identification and purchasing of relevant content from acknowledged international and local publishers, including contracting
- Selection and involvement of experts
- Planning of experts' personal tasks based on the acquired content
- Management of 10 multi-disciplinary expert teams as well as the functional management of 100+ experts as a freelancer
- Total project volume: over 28 million euros

01/2019 – 07/2020
Hungary

Public sector, Hungarian Vocational training
Senior Project Manager

Responsibilities:

- Management of 450+ experts working on the revision of the contents and requirements of the Hungarian vocational education
- Ensuring that deliverables are delivered on time, in quality and within project budget as a freelancer
- Project volume: 2 million euro

05/2018 – 04/2019
Location

Public sector
Senior Project Manager

Responsibilities:

- Project management and development of functional specifications based on business requirements in a large software development project



08/2016 – 04/2018

Sabbatical

02/2016 – 07/2016

Germany, Austria, Hungary

Brewie

Interim Management for Business functions distribution / focused countries Germany and Austria and “Logistics“

Responsibilities:

- Developing a commercial market launch plan for the Brewie automatic beer brewing machine in Germany and Austria
- Business development, definition and implementation of sales support activities in the German and Austrian markets (i.e. product presentations, exhibits in trade fairs, networking)
- Definition, coordination and execution of the logistics call for proposal/tender (development in Hungary, manufacturing in Taiwan, delivery to 56 countries)

03/2005 – 12/2015

Germany, Munich

Siemens AG

Corporate Supply Chain Management

Department for processes and IT- systems

Project Manager, Project Coach

Responsibilities:

Responsible for corporate IT-applications/services supporting the operative electronic purchasing processes on a global level, Project Coach, Project Manager

- Key player in definition, coordination and implementation of the global corporate roll-out strategy for standardized procurement processes (closed loop = defined interaction between strategic and operative procurement) and applications
- Definition and coordination of relevant corporate guidelines with all involved corporate functions (strategic purchasing, global shared services, IT, controlling)
- Standardization of operational purchasing processes at corporate level incl. comprehensive stakeholder management to implement fully digitized and automated processes
- Requisition-to-order process incl. compliance rules
- Definition of the globally mandatory target operative purchasing process using lean management methods to reach the overall



goals of reducing process lead time, cutting process costs, involving only the relevant parties into a specific purchasing transaction, providing decision-relevant information to involved approvers and buyers, getting shopping carts and purchase orders approved quickly, in a transparent and documented way according to internal and external requirements

- Responsibility for the worldwide OneSRM rollout for the company-wide standardized operational purchasing process for indirect material from process/project documentation to final system implementation, end-user training and final handover
- Fit-gap analysis for the SAP SRM 7 "OneSRM" rollout
- The project budget varied from €300,000 to €2 million depending on complexity.
- Change management and business process consulting in the area of operational purchasing and the OneSRM rollout, including harmonization of local and global processes (master data management, asset management, invoice clarification and payment processes)
- Project manager for the OneSRM rollout projects in the USA, Canada, Switzerland and at a number of Siemens companies in Germany
- Definition and elaboration of the global rollout program for OneSRM as member of the core team
- Service Owner of the "Corporate Catalog Services" and responsible for the application, functional redefinition, business plan costing, service provider tender and further development of the service - annual budget responsibility of ~1 million Euro. Duration over 27 months. Budget of 800,000 euros and savings of 1.4 million euros

5/2003 – 02/2005
Germany, Munich

Siemens AG

Corporate Supply Chain Management:
Project manager, Project coach

Responsibilities:

- Business consultancy for Siemens Regional companies and Siemens Groups on procurement and supply chain processes and relevant applications
- Coaching the e-Ordering rollout projects in France and Spain at the respective Siemens Regional Companies (project budget ~300.000 euro each)



- Project management for introducing e-Procurement-, Supply Chain- and e-Procurement marketplace solutions: general process support from consultative selling to implementation

03/2001 – 04/2003
Germany, Munich, UK

Siemens AG

Corporate Supply Chain Management
Account Manager, Pre-Sales Consulting, Project Coach

Responsibilities:

- Consultative selling of electronic procurement marketplace services and solutions to Siemens Regional Companies (sales, account management)
- Coach of the e-Ordering rollout project in UK at the local Siemens Regional Company
- Business consultancy on procurement processes and applications, business case calculations, initiating e-Procurement implementation projects

07/2000 – 02/2001
Germany, München

Siemens AG

Siemens Business Service
Program Manager e/m-Commerce

Responsibilities:

- Business and service development as well as portfolio management of Siemens-solutions for the target customer group of telecommunication companies
- Program Management for sales and implementation of electronic and mobile Commerce solutions for the target customer group of telecommunication companies. Coaching sales partner

05/1995 – 06/2000
Germany, Karlsruhe

University of Karlsruhe

Research Assistant
Institute for Computer Application in Planning and Design

Responsibilities:

- Business process analysis (product development)
- Information and Knowledge Management
- Product modeling (conceptual and CAD/CAM)