

# Executive Summary

**ALEXANDER DÖRING | 44 yrs | Founder, DÖRING Consulting**

**Passionate Procurement Expert and Negotiator, Consultant and Manager  
Driven by commitment – Agile Leader and Team Player, Strategic Thinker,  
Solution-oriented Project Enthusiast, End-to-End Process Architect  
Curious Innovator, High-Performance Optimizer, Maker & Implementer**

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## Professional Experience Summary

- 20+ years of total professional experience, including
- 14+ years of leadership experience as Line, Project and Interim Manager
- 10+ years as Management Consultant – since 2022, Independent Consultant and Interim Manager

## Core Functional Competencies

- **Procurement Excellence & Cost Optimization:** Strategic sourcing, supplier management, negotiation leadership & double-digit million savings, Strong negotiator, category management & procurement digitalization
- **Supply Chain Management & Resilience Strategies:** End-to-end SCM, de-risking, inventory reduction, supply security & sustainable value chains
- **Operational Excellence & Process Optimization:** Standardization, automation & KPI-driven improvement of S2C/P2P in line with ISO & MDR
- **Change & Transformation Leadership:** Leading complex change projects, building high-performance teams & strong stakeholder alignment

## Cross-Functional Competencies

- Development and implementation of future-proof Procurement and SCM strategies
- Management of international, cross-functional project teams (up to 200 FTE)
- Leadership of post-merger integrations, reorganizations, and corporate turnarounds
- Coaching and empowerment of procurement teams in strategic role profiles
- Leadership of digital transformation initiatives (e.g. through implementation of AI-driven tools)

## Systems & Digitalization Expertise

**ERP Systems:** SAP R/3 MM, SAP Ariba, MS Dynamics NAV, D365 BC, ABAS, ProAlpha | **Analytics & Reporting:** Qlik Sense, SQL, Power BI | **AI Procurement Tools:** ChatGPT, CoPilot, Scoutbee, Matchory, Tacto, ManusAI, 7Q1, and others.

## Industry Experience

Consulting:	Kloepfel Consulting, HK International Consulting, and freelance consultant
Automotive & eMobility:	Moove GmbH, Megatech, Heinzmann, Wix Filtron, PKC Group, Segu GmbH
Industrial & Automation:	Blumenbecker Automation, Lühr Filter GmbH, SANHA GmbH
Life Science & MedTech:	Löwenstein Medical Technology GmbH & Co. KG
Retail:	PATURA KG, NETTO Polska, ORSAY, TXM S.A., PEPCO, Toys'R'us
Food Industry:	Iglotex S.A., TÖNNIES
Services:	CWS Boco, TransPak AG, WorkExpress Sp. z o.o.
Logistics:	Andreas Christ Spedition und Möbeltransport GmbH
FMCG Distribution:	Edeka, Penny, REWE, Tchibo