



# Purchasing, Industrial & Partnership Strategies

## Daniel Cogoluenhes

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French citizen

49 years old

## Professional skills

### Manufacturing Strategy

- Footprint and capacity development
- Make or Buy studies
- Localization
- Investment Plan management

### Purchasing

- Sourcing
- Supplier relationship management

### Product Engineering

- Project management
- Development, verification, validation and certification

## Personal skills

### Cultural

- International exposure
- Multi-brands, multi-companies

### Strategic

- Business acumen
- Creating the New and the Different

### Operating

- Getting organized

### Courage

- Command skills
- Conflict management

### Energy and Drive

- Drive for results

### Organizational positioning

- Being agile
- Managing up

### Personal and interpersonal

- Managing diverse relationships
- Demonstrating personal flexibility

## Languages

English: Bilingual

French: Native

## IT skills

### MS Office expert

- Word, Excel, PowerPoint

### Management

- MS Project, MindJet

## Education

PhD, INSA Lyon 1996

Mechanical Science Ms, INSA Lyon 1991

## Hobbies

Outdoors sports

- Mountain bike, hiking, running

Photography

- Shooting and post-treatment

## Business Oriented

## Trustworthy

## Caring about others

With 10 years dedicated to industrial and purchasing strategies in the automotive industry in an international cross-functional environment with strong operational and political stakes, I am motivated by value creation in the end to end supply chain, mixing internal expansion and partnerships logics, managing through system and with strategic dialog with the top management and the key stakeholders.

## Senior Business Consultant

### Volvo Group Trucks Operations - Since Sept 2016

- Missioned by Volvo Corporate Strategy between September 2016 and March 2017 to steer a workgroup of ten directors on a confidential study
- Missioned on the project to start a joint-venture in Algeria, in charge of the planning, the risk management, the assurance plan and the local integration plan

## Director of Industrial Development Powertrain

### Volvo Group Trucks Operations – 2014/2016

Responsible for Engines and Transmissions industrial development

- Senior management dialog coordination about Engines and Transmissions industrial development
- Industrial representative in the stakeholders network in charge of powertrain strategy development (Corporate strategy, Product planning, Range management, Operations, Manufacturing Engineering, Finance, etc.)

## Manager Industrial Powertrain Development & Planning

### Volvo Group Trucks Operations - 2011/2014

Responsible for long term footprint and capacity evolution for the 9 production sites around the globe

- Approved transmission strategy, combining in-house investments of 500 MSEK with sourcing
- Medium Duty Engine global footprint analysed, described and prepared for future adjustments
- Identification of footprint and capacity unbalances triggering industrial projects
- Management of Powertrain investment plans in 2011 and 2012

## Manager Global Sourcing - Axles

### Volvo Powertrain - 2007/2011

Responsible of the largest vendor business with annual turnover of 600M€, with focus on strategic sourcing, supplier relationship and contracts negotiations:

- Definition of a global vision and purchasing strategy for Driven Axles, including contracts
- Management of buyers in France and Sweden, and related purchasing community (12 people) across regions
- Development of global cost drivers models
- Product Planning coordination between suppliers and internal customers

## Manager Engine/Cab Suspensions Engineering Lyon

### Volvo 3P - 2001/2006

Manager of a team of 7 engineers and technicians

- Suspension for Renault fitting with Volvo chassis and engines, including Volvo and DAF MD trucks
- Delegation to manage cab and engine suspension projects (within a cross-functional team)

## Vehicle Dynamics Testing

### Renault Trucks - 1992/2001

Various positions from PhD student, test and calculation engineer up to Group Manager

- Feature planning, development and validation
- Claims expert support at customers
- Interface to major automotive suppliers (Michelin, ZF, TRW, Bosch, Knorr, Wabco)
- Simulations and measurements acquisitions on trucks, leading to handling and steering features improvements on all models