



Ewa Woelke

Supply Chain Director

Paris, France

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Languages

German (Basic)

Spanish (Basic)

English (Fluent)

Polish (Native)

French (Native)

About

Entrepreneurial and internationally minded leader with high experience in cosmetic and pharmaceutical sectors; with strategic vision and consistent success in getting breakthrough results in global competitive and multi-functional environments. Acting with energy and integrity, perseverance and loyalty. Business partner with excellent interpersonal and negotiation skills with business stakeholders, dealing well under pressure and in extreme complexity, able to mobilize people, to organize, to drive for results and satisfaction.

BRANDS WORKED WITH

QUADPACK GROUP

Servier Laboratories

MOTUL

Guerbet

INTERIM MANAGEMENT

Kovati Partners

Albéa Group

FRANS MAAS FRANCE

Delphi Aftermarket Europe

Ponetex Logistics

Experience

● Global Supply Chain Director

QUADPACK GROUP | Sep 2020 - May 2023

Quadpack Group // Global Supply Chain Director Manufacturer of packaging solutions for beauty brands // 130M€ - 6 manufacturing plants - 800 employees

- Define and implement the supply chain and customer service strategy; built the supply chain function and the global team of 80 persons in EMEA; APAC and NA to make supply-chain the partner for the business development and profitability growth
- Manage forecast, demand planning, supply-planning, manufacturing, and sub-contracted operations for new products and repeat orders
- Manage E2E global logistic flows (sea - air - road) and warehousing for make to orders; make to stock, e-comm business models
- Implement and monitor operational KPIs to improve continuously the service performance (Leadtime; capacity; OTIF; OTIT)
- Introduce the S&OP process to reduce time to market and increase business agility
- Define the supply chain E2E processes within the Quadpack digitalisation program (4.0 Industry - SAP S4/Hana and MES project)
- Develop direct relationships with vendors, 4PL, customers (SLA, performance reviews, customers' logistics agreements)

● Drugs Serialization Program Supply Chain Director

Servier Laboratories | Feb 2019 - Jul 2020

Servier Laboratories // Matrix Serialization Program Supply Chain Director

- As a permanent member of MATRIX Program Committee managed compliance and optimization of all supply chain business requirements related to serialization of medical products within the connected supply chain
- Led deployment of digitalized data exchange solution for each market: group supply chain needs assessment, regulatory specifications analysis, compliance solution tender process, timeframe and budget
- Coordinated with manufacturing sites the implementation of compliant distribution solution across production process
- Managed implementation of warehouse tracking system of serial number traceability on the main group's logistic platform

● Head of Demand Planning, Supply Chain and S&OP// Transition Manager

MOTUL | Apr 2018 - Jan 2019

MOTUL // Motor oils and lubricants producer // \$950M Sales - 4 Industrial Facilities - 1000 Employees

- Defined and implemented the vision and supply chain strategy including forecast, demand planning, supply planning, production, warehousing, stock management and deliveries
- Managed the supply chain operations: forecast; production planning of 4 plants, flows between factories and logistic platforms, the 4PL agility, performance and cost optimization
- Responsible for implementing integrated SI&OP process on a group level; managing the team of 20 persons



● **Global customer services and supply-chain transformation //Transition Manager**

Guerbet | Jan 2017 - Mar 2018

GUERBET // Pharmaceutical industry - €800M Sales - 22 Countries - 2700 Employees

- Set up the project organization: governance, structure, team members and review mechanism
- Coordinated roll-out of operations, global supply chain, finance, sales, IT and legal projects across EMEA, APAC & LATAM
- Designed/reengineered Finance and Customer Service processes, roles, responsibilities to meet Guerbet "One face to Customer" strategy
- Managed new organization model implementation with all group's affiliates to bring global standardization of business processes on a world-wide scope (efficiency gain and cost reduction of 1.6M€/year)

● **Supply Chain Consultant (Freelance)**

Kovati Partners | Oct 2015 - Dec 2016

Consulting Services

- Implemented measures to improve supplier OTIF performance and cost effectiveness for a distribution company of automotive sector (annual saving of €50K) / VAICA
- Led a mission of sourcing of an industrial partner in China and setting up the supply chain for a Belgium starters-alternators distributor under the private brand EVERKRAFT commercialized in Europe



● **EMEA Supply Chain Senior Manager**

Albéa Group | Jan 2011 - Sep 2015

ALBEA //Global Cosmetics Packaging // \$1.4bn Sales - 38 Industrial Facilities - 15 Countries - 15,000 Employees

- Centralized the logistic and customer service departments to one Supply Chain department of €70M turnover
- Implemented and developed S&OP process for key accounts (ex: L'Oréal - €10M sale)
- Improved global supply chain performance from 94% to 98% OTIF whilst also improving gross margin by 3 points
- Supported a new acquired company integration (people and flows) into Albéa within 3 months – staff reduction by 3 persons
- Established new supply chain partnership and cross-docking platform in Le Havre - annual savings of 375K€
- Applied lean initiatives resulting in reduction by 15% of order to shipment lead-time; optimized cash flow of €5M/year
- Implement and adapt SAP to supply chain requirements
- Managed the global supply chain and set up of logistics platforms at Hong Kong/Shenzhen and at Le Havre for a new business unit of \$21M of Air France pouches production in China – margin improvement by 20% over the 3 years



● **Logistics Manager for global transportation and warehousing**

Albéa Group | May 2006 - Dec 2010

ALBEA // Global Cosmetics Packaging // \$1.4bn Sales - 38 Industrial Facilities - 15 Countries - 15,000 Employees

- Created the logistics department of 5 persons running the budget of €1.5M
- Implemented performance management tools - OTIF for customers and then extended this KPI to suppliers
- Reduced transportation costs by 20% and implemented inventory poli-

cies and procedures

- Designed, launched and trained all users to use a transportation cost quotation tool – saving of 1 person

- **Key Account Manager**

FRANS MAAS FRANCE | Jan 2005 - Jan 2006

International Freight Forwarder // Now Part of DSV

- Responsible for managing sales growth with key national accounts. Increased business with new accounts by €400k
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- **Supply Chain Analyst**

Delphi Aftermarket Europe | Nov 2004 - Jun 2005

Internship at Europe Supply Chain Department

- Supported the implementation of a new replenishment policy for regional warehouses

- **Supply Chain Coordinator**

Ponetex Logistics | Sep 2000 - Jun 2003

Logistic Services Provider in Poland

- Responsible for overseeing the daily shipping operations of automotive suppliers from West to East Europe

Education & Training

2003 - 2004 ● **Paris 1 Panthéon Sorbonne,**
Master of European Law,

2000 - 2001 ● **Economics University of Poznan (Poland)**
Masters in Logistics,

1996 - 2000 ● **Economics University of Poznan (Poland)**
Master of International Business,