

Oliver Böhme

SerraTec GmbH CSO / Authorised Officer

Theodor-Strom-Straße 24
01587 Riesa
Germany

Cell phone: +49 173-397 0160
Email: oliver.boehme@serratec.de



Personal Information:

Nationality: German
Travel: Worldwide

XING: [Oliver Böhme@ XING](#)
LINKEDIN: [Oliver Böhme@ LINKEDIN](#)

Main Skills: Integrity, problem solving, customer and supplier focus, supplier manager function, supplier management and development, software / ERP integration, strategic and operative purchasing functions sales manager function, team leadership and structuring, contractual negotiations and business development, build up companies and departments.

Profil Überblick:

Professional sales and purchasing manager. Expert in structuring. Project manager for various task force topics. Management of various projects for OEMs and 1st-tier suppliers (e.g. BMW, Porsche, Ferrari, Hyundai, Saint-Gobain, Fuyao). Experience in leading international projects and project teams. Comprehensive knowledge and experience in the electronics, glass and carbon/plastic segments. Successful implementation of complex projects in the automotive industry. Coordination and development of various online start-ups as a founding member. Responsibility for team members, project budgets, development resources and schedules. Audit experience within the framework of international standards and successful implementation in various projects in accordance with IAF 16949 and ISO-9001. Internal auditor according to ISO 9001.

Work Experience:

Strategic Purchasing / Supply Chain Electronics – SCANLAB GmbH

October 2023 – today

With around 40,000 systems delivered annually, SCANLAB is the world's leading and independent OEM manufacturer of scan heads and scanning solutions. The fast and high-precision galvanometer scanners, scanning systems and control solutions are developed in Germany and manufactured to the highest quality standards. The scanning heads and system solutions are successfully used in industrial material processing, electronics, food and beverage industries as well as in biotechnology and medical technology.

Fields of activity

- Process structuring purchasing/supply chain in regard to ERP system switch
- Optimization of purchasing interface processes for various company areas
- Optimization of quality processes based on automotive requirements
- Process optimization supplier development
- Supervision of electronics/EMS package allocations
- Task force project management: Development of a testing concept for assembled assemblies for suppliers
- Deep usage of ERP systems Timeline and MS Dynamics

Critical Parts Manager / Supply Chain – Balluff GmbH

May. 2021 – March 2023

Balluff is a medium-sized company that has been family-run for four generations, was founded in Neuhausen auf den Fildern near Stuttgart and now has grown into a cosmopolitan, leading global player. Balluff is a sensor and automation specialist with tradition and long-standing customer relationships, which at the same time is an important innovation partner for its customers.

Set up and Leading of Sales Organization

- State analysis and optimization of the current escalation and allocation processes for all electronical product groups (especially ICs and FPGA's as well as semiconductors)
- Responsibility for all critical electronical components
- Independent planning and doing of escalation and allocation process for all electronical components
- Execution of escalation meetings with these manufactures:
 - ARROW, AVNET, Future, Rutronik, EBV, TTI, Micronetics, Endrich, STM, Renesas, Analog Device/ Maxim, Intel, XILINX, Vishay, Samsung, Texas Instruments, NXP, Yageo, Infineon
- Reporting to Head of Purchasing Electronics, Vice President Purchasing and General Manager Balluff Group

- Using SAP R/3 as a buyer function
- Continuous screening of broker market regarding critical components based on planning and analysis (worldwide including China entities from Balluff group)
- Preparation offer results from broker market with recommendation regarding price, delivery time and risk
- Discussion of potential buy ins with several Product-Task-Forces involving all necessary departments (Development, Product Management, Sales, Planning, ...)
- Preparation of broker orders including monitoring of internal approval process
- Monitoring / pushing deliveries from broker
- Preparation of weekly status briefings regarding product availabilities and prices and broker market situation worldwide

CSO / Authorised Officer – SerraTec GmbH

since March 2021

SerraTec is a Project Management company with a professional background which offers an industry-wide revolutionary service. Your project is part of our job. Whether it's support in the fields of Purchase, Development, Supply Chain, Critical Parts Management, Engineering, Sales or Automatization. Or the whole product or module itself. Tasks that SerraTec teams devote themselves to for the best outcome. I am the CSO of SerraTec, and I am involved in all kinds of projects and project matters over our complete portfolio.

Head of Sales & Marketing / Purchasing – Thyssenkrupp Carbon Components April 2015 – Febr. 2020

Thyssenkrupp Carbon Components is a leading company in structural and functional carbon products founded 2013 as a startup company. Focus are cfrp wheels and cfrp bars for carbon concrete. In my role as Head of Sales and Marketing and Head of Purchasing I have built up the structural basics of both departments and finally I was leading a team of 13 colleagues in Europe.

My sales team was responsible for sales and service activities for all kind of customers (mainly OEMs as Porsche, Ferrari, BMW, Hyundai...). Furthermore, we were responsible for growing in sales and market shares. My purchasing team was responsible to ensure the delivery ability of vendor parts from suppliers worldwide in automotive quality and to lowest possible costs. I am familiar with all automotive standards in Europe, USA and Asia and I have a strong network to most OEM customers.

Set up and Leading of Sales Organization

- Creation and implementation of calculation scheme
- Build up and subsequently care of customer relationship (OEM's worldwide)
- Market identification for new products and preparing of sales strategy
- Price negotiations with customers (OEMs) with own responsibility of budgets
- Contract negotiations with customers (e.g. VW/Porsche eNA, Hyundai Terms and Condition, ...) in close coordination with legal dpt.
- Leading of sales team incl. project managers (10 colleagues)
- Budget planning / controlling and resource planning
- Main contact for OEM customers and first escalation point
- Reporting to Management Board and to tk AG Board of Directors

Set up and Leading of Purchasing Organization

- Set-up of Purchasing Management System incl. audit management concerning ISO/TS 9001 and ISO/TS 16949 (later IATF 16949)
- Strategic and operative purchasing functions
- Supplier Management and Development in close cooperation with quality department
- Price negotiation with suppliers (delivery contracts, quality specs, second source management...)
- Escalation management regarding to delivery delays and price matters
- Leading of purchasing team (3 colleagues)
- Budget planning / controlling and resource planning

Further fields of action

- Project Manager: Implementation of an ERP-system incl. integration of all necessary machines via MES-system
- Project Manager: Automotive traceability
- Data Protection Officer

Sales Engineer / Key Account Manager Automotive - BUS Elektronik Riesa March 2013 – March 2015

In my role as Sales Engineer and Key Account Manager, I was managing mainly the main customer Siemens e-Cars with OEMs projects for Volvo and Daimler. I was the main sales contact for Siemens e-Cars and Volvo and Daimler directly. Additionally, I was the project leader for the main products (control and power board for electric cars and hybrid cars). My focus as a project leader was to integrate these new products into the production lines of a new automotive plant, founded in Czech Republic, under premises of efficiency and lowest costs.

Furthermore, I was Deputy Head of Sales Automotive with direct reporting to Management Board.

Sales and Project Manager Automotive

- Offer preparation including coordination of different departments (purchasing, quality, production engineering, production planning)
- Coordination of development work packages with external development partner
- Price negotiation with customers (Tier 1 and OEMs) in close coordination with legal dpt.
- Monitoring and controlling of implementation of customer parts into production
- Part of quality PPAP team including coordination of PPAP documentation with customer quality dpt.
- Monitoring and controlling of change management
- Key Account Manager and Project Management of complete control and power unit of key customer Tier 1
- Preparation of new plant for e-Car components in Eastern Europe

Deputy Head of Sales Automotive

- Leading an automotive sales team incl. project manager (5 colleagues)
- Reporting to Management Board

Sales / Project Engineer and Head of Prototype Line– Fahrzeugelektrikwerk Zwenkau Feb. 2007 – Feb. 2013

In my role as Sales and Project Engineer, I was managing the main customers (Tier 1 of automotive glass industry). I was responsible for the customers and their products, starting with RFQ and ending with ramp-up phase into serial production regarding ISO/TS 16949.

Project Management of electrical components

- Customer care of complete customer portfolio
- Complete project management from rfq till serial ramp up regarding ISO/TS 16949

- Offer preparation including rfq's for scope of deliveries at suppliers
- Price negotiation with customers with own responsibility of budgets
- Monitoring and controlling of implementation of customer parts into serial production
- Part of quality PPAP team including coordination of PPAP documentation with customer quality dpt.
- Monitoring and controlling of change management

Head of Prototype Line

- Responsibility for prototypes regarding procurement of material, production and delivery to the customer
- Leading a small team (2 colleagues)

Further fields of action

- Controlling of supplier management including audits regarding ISO TS 9001
- Price negotiation with suppliers
- Escalation Management with suppliers and customers
- Head of prototype line (including leading of a small team)
- Controlling of customer invoices
- Part of team to build up a sales representative office in USA and China
- Part of team to build up a plant in China
- Coordination with sales offices in China and USA
- Project Manager: company homepage

Education:

HTWK Leipzig (FH)

Dipl.-W-Ing (FH) mechanical engineering and energy technology

Feb. 2007

TÜV Süd

- Internal quality management representative ISO 9001
- Data protection officer
- Certificates communication and negotiation under pressure

Languages:

- German – native
- English – fluent C2
 - American Business English
- French – basic A2

Personal Skills and Interests

Being flexible and focused at the same time. Pick up a team as a leader with an idea to reach a goal – successfully as a team.

I am interested in city travelling and culinary delicious foods as well as doing sports, especially Football and Darts.

A further special fields which fascinates me are science innovations, especially in microelectronics, space theories and genetics.