

**Dr. Thorsten Makowski – Managing Director, VALUENEER GmbH
and Senior Lecturer at Universities of Mannheim, Cologne and SP Jain Centre of Management**

Dr.rer.pol., Dipl.-Phys., BBA GSBA Zurich, MBA GSB Chicago

Teaching & Academics

S P Jain Centre of Management – Singapore	since 04/2012
Adjunct Faculty for Strategic Sourcing (Global Executive MBA Class)	
Euromed Ecole de Management – France	07/2011
Appointment as Assistant Professor of Supply Chain Management (declined)	
University of Mannheim – Germany	since 04/2011
Senior Lecturer for Procurement (Master Class)	
Vlerick Leuven Gent Management School – Belgium	04/2011
Guest Lecturer for Purchasing (Executive Master Class)	
University of Cologne – Germany	since 04/2010
Senior Lecturer for Supply Management (Master Class)	
Lorange Institute of Business Zurich – Switzerland	03/2010
Guest Lecturer for Supply Chain Management (Executive MBA Class)	
Harvard Business School – USA	08/2009 – 12/2009
General Management Program	
International Business School – Germany	04/2009 – 03/2010
Senior Lecturer for Supply Chain Management, Global Sourcing & Logistics (Bachelor Class)	
Executive MBA University of Chicago – London/Chicago/Singapore	06/2006 – 03/2008
<ul style="list-style-type: none"> ▪ Ranked No. 1 worldwide by BusinessWeek ▪ Graduation with honors (Beta Gamma Sigma) 	
Executive BBA Graduate School of Business Administration Zurich – Switzerland	2004 – 2005
<ul style="list-style-type: none"> ▪ Ranked No. 9 worldwide by Financial Times ▪ Dean's List Award 	
University of Technology Aachen - Germany	2001 – 2005
Doctor (Ph.D.) in Business Economics	
German Aerospace Centre (DLR) – Germany	01/2002 – 06/2004
Graduation-Scholarship, Institute of Transportation Research	
University of Technology Aachen – Germany	08/2000 – 04/2003
Scientist/TA, Institute of Operations and Logistics Management	
Scientific Assistant, Aachen Centre of Solids in Space – Germany	02/1998 – 06/2000
Scientific Assistant, University of Technology Aachen, Institute of Experimental Physics	04/1997 – 09/1997
Diploma (Master) in Physics, University of Technology Aachen – Germany	1990 – 2000

Professional Experience

VALUENEER GmbH – Germany	since 06/2012
Managing Director	
PPV AG, People Process Value – Germany	01/2011 – 05/2012
Director Procurement and Co-Sourcing	
<ul style="list-style-type: none"> ▪ Consulting Profit centre leader: Leading a practice with multiple projects focussing on co-sourcing and significant procurement cost reductions within direct and indirect procurement. Creating world class best-practice procurement strategies, organizations and processes ▪ Responsible for business development, acquisition of projects with interbranch clients (e.g. consumer goods and automotive), hiring and developing employees 	

ZLU Consulting and Management GmbH & Co. KG – Germany Director Procurement and Global Sourcing, Member of the Executive Board	01/2010 – 11/2010
<ul style="list-style-type: none"> ▪ Profit centre leader: Leading a consulting practice with multiple projects focussing on the achievement of significant cost reductions. Implementing world class procurement strategies and best-practices within clients` organizations. ▪ Conducted biggest global procurement study in 2010 with around 800 participants from 62 different countries, leading to excellent branding and networking with potential clients, federations and journals ▪ Annual practice revenue of more than 1.5 Mio. EUR 	
ZLU Consulting and Management GmbH & Co. KG – Germany Head of Procurement and Strategic Sourcing Practice	07/2008 – 12/2009
<ul style="list-style-type: none"> ▪ Creating and leading procurement practice with focus on significant costs reductions in direct and indirect procurement ▪ Profit centre leader: Leading a consulting practice with multiple projects focussing on the achievement of significant cost reductions and operational and strategic procurement excellence 	
ZLU Consulting and Management GmbH & Co. KG – Germany Senior Manager, Retail and Consumer Goods Practice	12/2007 – 06/2008
<ul style="list-style-type: none"> ▪ Responsible for acquisition and project lead in the retail and consumer goods practice 	
Independent Consultant / Owner Makowski Consulting – Germany	03/2004 – 11/2007
<ul style="list-style-type: none"> ▪ Successfully implemented change management projects as a project manager for three different consultancies: achieved significant cost reductions, e.g. in procurement and optimized logistics ▪ Focus on change management, process improvement, increased interface management, supply chain management and overall business optimization 	
Henry Lambertz GmbH & Co. KG – Germany Assistant to CEO	02/2003 – 02/2004
<ul style="list-style-type: none"> ▪ New organization of production planning & asset management, expansion of purchasing, production, logistics and merchandize planning ▪ Increased interface management through the supply chain, evaluation of strategies for long term cost reduction 	
Hungarian Aluminium Production & Trading AG (MAL) – Hungary Consultant for a logistics insourcing project	06/2002 – 08/2002
<ul style="list-style-type: none"> ▪ Determination of the optimal scope of outsourced logistics processes 	
Leader of Cooperation Project Deutsche Post AG (2)	10/2002 – 02/2003
Leader of Cooperation Project Deutsche Post AG (1)	04/2002 – 09/2002
Leader of Cooperation Project E.ON Ruhrgas AG	10/2001 – 03/2002
Leader of Cooperation Project May & Cie. GmbH & Co. KG	04/2001 – 09/2001
Leader of Cooperation Project Henry Lambertz GmbH & Co. KG	10/2000 – 03/2001
Internship German Aerospace Centre	04/2000 – 09/2000

Awards and others

Committee Member Chicago Booth Alumni Club of Germany

Book Co-Author with Prof. Dr. Seeck: "Procurement" (German title: "Einkauf und Beschaffung"), 2010, AKAD Verlag

Author **Harvard Business Manager Article** "Saving right with Procurement" (German title: "Richtig sparen im Einkauf"), April 2010

Author **Harvard Business Manager Article** "Procurement in unsecure times" (German title: "Einkauf in unsicheren Zeiten"), May 2012

Beta Gamma Sigma 2008

Chicago MBA with honors, 2008

Dean`s List Award at GSBA Zurich, 2005

Graduation scholarship at German Aerospace Centre, 2000-2003

"Young for Logistics", logistics team competition, ministry of trade and industries, Germany, 2nd place, 2002