

Vincent Moreau

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Dual nationality: Australian & French

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Program or project development and execution in industry

BACHELOR OF MECHANICAL ENGINEERING
GRADUATE DIPLOMA OF MANAGEMENT

ENGLISH – FRENCH - GERMAN



Key Competencies

Studies | Programs | Projects | Management | Sourcing

I have **25 years' experience** as an astute and **results-driven Program Manager** with **large companies worldwide**, in **supply chain, sourcing, procurement, regulatory and engineering management** roles. My strength is to develop and drive **complex programs** that **deliver improved efficiency or innovation** to the organisation. I am able to work at all levels and across the organisation, and lead teams of professionals across various cultures.

Skills:

- Leadership
- Team leadership and transformation
- Product and supplier portfolio optimisation
- Contract negotiation
- Problem analytics
- Strategy development
- Communication

Outputs:

- Out-sourcing
- In-sourcing
- Risk mitigation / reduction
- Cost optimisation
- Partnership building
- Sales development

PROFESSIONAL EXPERIENCE

Founder, V Trois Consulting GmbH (industrial sector, consulting, freelance)

Munich 2016 – present

Objective: provide an independent consulting / project management in engineering, supply chain, sourcing, regulatory, with experience in the gases industry.

- Establishment of the company and creation of a website (www.v-trois.com).
- Market investigation and promotion.
- Feasibility study for a new specialty gas operation for a client in Asia.
- Feasibility for asset management in the gas industry.

Program Manager - Europe & North Africa, LINDE (industrial sector, supply)

Munich 2013 – 2015

Objective: to improve the performance of industrial assets, develop and execute strategic programs across the countries.

- Analysis and business case developed to improve the operational performance of industrial assets and deliver additional cash flow benefits to the company.
- Feasibility study completed for the outsourcing 8 million gas cylinders in Europe.
- Product-strategies developed to maintain profit margins in the face of competition and to reduce maintenance costs by more than 10%.
- Program initiated to externalise warehousing of hard goods, medical equipment and consumables, resulting in minimisation of the cost by at least 15%.
- Headed an innovative project to digitise industrial equipment and services for the European market.
- Business case approved by the investment board for the construction of a nitrous oxide plant in North Africa.
- Improved safety, quality and compliance to company operating standards in North Africa.

A poursuivre...

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Head of Plan Source - Europe & North Africa, LINDE (industrial sector, supply)

Munich 2011 – 2012

Objective: to enable company marketing and operations strategies by bringing cohesion within the industrial planning and sourcing function through strategic programs across the countries.

- Launched an asset inventory management system and redeployed surplus to emerging countries.
- Introduced sales and operations planning and operations capacity planning.
- Spearheaded a 40-strong stakeholder group for supply planning & sourcing across Europe.

Commodity Manager - Asia, LINDE (industrial sector, procurement)

Bangkok 2006 – 2011

Objective: to optimise the supplier portfolio, negotiate strategic contracts and lead country commodity managers.

- Negotiated and signed A-category supplier contracts for steel and raw materials.
- Implemented SAP/SRM in Thailand to increase and improve efficiency of operational procurement.
- Developed and executed a commodity strategy to supports the company's supply chain.
- Represented Linde within AIGA Asia, and delivered industry seminars as organiser and speaker.

Executive Director, AUSTRALIA NEW ZEALAND INDUSTRIAL GAS ASSOCIATION

Sydney 2004 – 2006

Objective: to promote the profile of the industry before government ministries and to steer the development of national technical and safety regulations towards the requirements of the industry.

- Launched and ran a trade association to promote cooperation between members on technical and safety.
- Developed and negotiated policies on industrial and medical product safety, and dangerous goods regulations.
- Reports made to the Board of Directors on the industry profile, opportunities and current projects.
- Led working groups of industry experts to produce industry standards.

Additional experience, BOC Limited

Sydney & Melbourne 1989 – 2004

- Manager in Engineering and Technology, Industrial Gases, Australia & New Zealand
- Customer Engineering Services Manager, Industrial Gases, Southern Australia
- Senior Equipment Engineer, Industrial Gases, Australia
- Production Engineer, Industrial Gases, Sydney

EDUCATION & TRAINING

Graduate Diploma of Management, Macquarie Graduate School of Management, Australia

2001

Bachelor of Mechanical Engineering (Honours), University of Sydney, Australia

1989

Training

1990 – 2013

Six Sigma (green belt) | Change Management | Change Leadership | Executive Leadership
Total Quality Management | Performance Management

SPOKEN LANGUAGES

- **English: bilingual** (higher education in Australia, work for 28 years)
- **French: maternal language** (born and schooling in France, work on occasions)
- **German: conversational** (residence and work in Germany for 6 years)