

Trainer profile

Katrin R. Feldner

Procurement Manager,
Procurement Consultant,
Interim Manager



*„Fascination Procurement! –
Only the person who is enthusiastic for something
can motivate others!”*

Qualifications

- Methodical work with seminar actors (Training and Coaching, Institut Synergie), 2016
- Business Trainer IHK (Chamber of Commerce and Industry), 2014
- Certified Procurement Manager BME, 2013
- Business Economist IHK (Chamber of Commerce and Industry), 2000
- Specialised Buyer for Procurement and Logistics BME, 1995
- Apprenticeship as a Commercial Office Clerk, 1991

Main training areas

- Specific specialist trainings for procurement and (their) internal interfaces, e.g. engineering, logistics, quality management
- Saving reports illustrate and achieve
- Change and Transformation Management in procurement (support of change processes)
- Change of perception in procurement
- Team development for procurement departments
- Communication and negotiation training with suppliers/vendors
- Sales meets purchasing: Seller get to know purchaser`s manner– vice versa!

Languages

- German (Native speaker)
- English (Business fluent)

Profile

- Procurement expert with more than 25 years of professional experience in various branches
- Many years of management experience in procurement departments
- Since 2011 working as self-employed trainer, consultant and interim manager for all strategic and operative challenges of procurement

My trainings and consultancy services are characterized by sustainability. The agreed objectives, contents and measures of your individual procurement training will be designed as follows: both purchasing juniors, experienced purchasers and purchase-far participants, will be able to understand easily the interaction between theory and practice. Furthermore, the participants will be able to apply what they have learned within their current purchasing situations.

My trainings are structured in such a way, that the participants understand very quickly the „fascination procurement“ in its breadth and depth. Consequently, a spark reaches my training participants because that is the way I’m passing and sharing my passion and fascination with regard to procurement.

Possible and **classical challenges** in procurement:

- Specialisation on effective collaboration of procurement and internal interfaces (technique, development, manufacturing, controlling, engineering, quality management etc.)
- A successful communication with suppliers/vendors
- Integration of suppliers into the own supply chain
- Coordination with procurement teams in general (definition of tasks, competences, responsibilities)
- Course of negotiation (internal/external)
- Cost analysis
- Preparation, successful implementation and follow-up of price negotiations
- Intercultural issues
- Conflicts between procurement department and all interfaces in general

During the training sequences, the participants are challenged to get involved with new ideas and behaviours by using different methods. Within a secured training frame, the participants get to test several different roles, new „attitudes“ and new motivation!

Along with a comprehensive transfer of purchasing-know-how, the personal attitude/approach, personality development and self-presentation and -marketing are also at the centre of focus.

Industry experience

Defence, Aviation, Electronics, Optomechanics, Optics, IT, Trade, Steel and Plant Construction, Steel and Coal Industry, Elevator Manufacturing, Shipbuilding, Offshore, Medical Technology, Power Plant Construction

Memberships

- German Association Materials Management Purchasing and Logistics e.V. (BME)

References

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|---|---|
| ➤ Hüttenwerke Krupp Mannesmann, Duisburg, Germany | ➤ Initial Rentokil, Vienna, Austria |
| ➤ ThyssenKrupp Elevator, Essen, Germany | ➤ Nobiskrug, Rendsburg, Germany |
| ➤ SVG, Bremen, Germany | ➤ MDM, Braunschweig, Germany |
| ➤ Chamber of Trade, Bremen, Germany | ➤ GuH Marine, Hamburg, Germany |
| ➤ direkt gruppe, Hamburg, Germany | ➤ Trumpf Medical, Saalfeld, Germany |
| ➤ Handtmann elteka, Biberach/Riss, Germany | ➤ AEG Power Solutions, Belecke, Germany |