

Profil
André S.
Interim Manager / Projektmanager

Geburtsjahr 1974
Nationalität deutsch



EMPLOYMENT HISTORY

**Oct 2021 to
Mar 2024**

Marken Germany GmbH, Hamburg
Director Environmental Health & Safety

Responsibilities:

Implementation & oversight about EHS standards in Marken owned EMEA logistics branches in accordance to local and regional requirements. Preparation to gain compliance to UPS EHS & Security standards.

Jul – Dec 2018

Marken Germany GmbH, Hamburg
Special Project Assignment

Set-up of new production facility for bloodsample collection kits in Miami, Fl. (member of a 3 individual project lead-team)

- Built of space and environment at Miami branch
- Installation of IT equipment and connection to client production application

- Hiring of staff
- Set-up production processes according to client requirement and SOP
- Creation of own SOP to mirror client production steps and quality assurance aspects
- Hosting client audit for verification of production stability
- Volume ramp-up according to project plan
- Adjustment of staff and expertise in relation to growth of production volumes
- Ongoing frequent monitoring of productivity

Since mid January 2019 Miami productions facility is acting as “stand alone” unit.

**Oct 2017 to
Oct 2021**

**Marken Germany GmbH, Hamburg
Key Account & Logistics Project Manager**

Responsibilities:

Sales & Business Development activities incl. strategic business planning for 2 major accounts

Interface between Commercial & Business Operations during Project set-up phase for complex projects

Set-up of internal project structures and communication networks with involved branches

Lane analysis and risk assessment according to project requirements

Ensure availability of required transport/fulfilment equipment (packaging, monitoring devices, storage capacity, etc.)

Single Point of Contact for individual clients in relation to project needs

Project monitoring, driving & implementation of improvements

Project firefighter – rescue business by investigation and implementation of CAPAs (Corrective And Preventive Actions) for any irregularities

KPI (Key Performance Indicator) monitoring according to OTIS (On Time In Specifications) expectations

Commercial/Financials: reconciliation of actual costs vs. budget on a project perspective

Preparation and participation on regular business review meetings

Commercial Operations support: active participation on project specific feasibility checks, creation of solution & cost models, participation on bid-defence meetings

**May 2013 to
Oct 2017**

**Marken Germany GmbH, Hamburg
Director Business Development**

Responsibilities:

Focus on growth of existing business and new customer sales

Manage quote and client specific requests

Facilitate client contracts, CDA's, MSA's and Technical Agreements

Monitor and communicate client pipelines to senior management

Identify potential new clients and develop strategies for partnership

Assist in managing audits & site visits
Assist in addressing complaints with QA/CAPA
Attend trade shows/exhibitions, workshops and seminars

**2006 to
May 2013**

**Marken Germany GmbH, Hamburg,
formerly LabCorp Clinical Trials
Manager European Logistics Development**

Responsibilities:
Participation in Bid Defence Meetings and pro-active client consultation
Development and maintenance of transport service partnerships
Market research and market survey
Implementation of new transport models and solutions
Transport budget creation
Courier price negotiations
Primary contact for courier representatives
Dangerous goods officer / IATA certified
Support on logistics topics for other departments

2001 - 2006

**MDS Pharma Services Central Lab GmbH
Head of Kit-Production, Logistics Outbound**

Responsibilities:
Department Resource planning and development
Operation Modification, Process Improvement
Material Transports Surveillance
Export Logistic Solutions and Support on Import/Customs treatments
Administration
Manager Kit-Production
Accompaniment of Audits

1999 - 2000

**AST Global Logistics Services GmbH Hamburg, Germany
International Forwarding Agency, Transport & Logistics
Manager of Import Department**

Responsibilities:
Development of import business with Indian clients
on FCL/LCL basis
Negotiation with ship brokers and shipping companies
Proposal evaluation
Invoicing
Customs Clearance

1999 - 1999

**Transa Spedition Hamburg, Germany
International Forwarding Agency, Transport & Logistics
Sales back-office & Logistics Manager**

Responsibilities:
Sales-service office
Sea freight / Railway Transports
Negotiation with ship brokers and shipping companies

Negotiation with affiliate transport companies
Proposal evaluation
Invoicing
Customs Clearance

1995 - 1999

nestrans Seehafenspedition GmbH Hamburg, Germany
International Forwarding Agency, Transport & Logistics
Global Project Logistics Manager

Responsibilities:
Project Logistic solutions on sea freight basis
Negotiation with ship brokers and shipping companies
Proposal evaluation
Invoicing
Customs Clearance

1995

Rohde und Liesenfeld GmbH Hamburg, Germany
International Forwarding Agency, Transport & Logistics

Responsibilities:
FCL/FCL business from Europe to Northern America
Negotiation with ship brokers and shipping companies
Proposal evaluation
Invoicing
Customs Clearance

1994

Transa Spedition Hamburg, Germany
International Forwarding Agency, Transport & Logistics

Responsibilities:
International truck transports
Invoicing

1991 – 1994

a. hartrodt (GmbH & Co) Hamburg, Germany
International Forwarding Agency, Transport & Logistics

3 years education in several departments:
Sea freight transports to various areas
Import department
Financial department

EDUCATION:

- 1991 - 1994** 3 years education as a forwarding agent
at company
a. hartrodt (GmbH & Co) Hamburg, Germany
International Air and sea freight Forwarder
- 1990 - 1991** Commercial College in Seevetal, Germany
- 1984 - 1990** Secondary Modern School (Realschule) in Seevetal, Germany
Secondary II Certificate
- 1980 - 1984** Primary school in Seevetal, Germany

SKILLS:

- Languages** English - excellent ability
- IT** MS Office – excellent ability