

Surname & Name : Pierre Debatty
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E-mail : pierredebatty@gmail.com
Birth date & place : 26/04/1972 (42yo), Namur, Belgium
Nationality : Belgian
Marital status : married, 1 child



Summary

Industrial Engineer with extensive background in Purchases and Sales. Proven ability to negotiate contracts, develop cost-effective procurement, and manage relationship with key Suppliers and Customers. Consistent record of profitability improvement. Adept at managing multiple sites and regions. Expertise in reporting and analysis. Outstanding presentation and leadership skills.

Professional experience

2010 – present :

Finelec Marketing (REXEL Group) (www.finelec.com), Geneva, Switzerland
#2 Worldwide Wholesaler of Electrical Parts, €13.7Bn turnover, 30.000 employees in 37 countries

Deputy Director

International Cooperation Agreements negotiation & animation – Develop relationship with Strategic Suppliers – Set-up and follow-up of financial plan – Participate to medium term planning - Co-Management of the Finelec Team (6p.)

2007 – 2010 :

Rexel Belgium (www.rexel.be), Brussels, Belgium
#2 Wholesaler in Belgium, €300M turnover, 350 employees, Rexel Group Member

Purchasing Director (Management Team member)

Management of Purchasing & Procurement Team (14p.) – Supply contracts negotiation – Year-end rebates optimization – Sourcing development – Integration of acquired company – Successful at launching from scratch a Photovoltaic product offer (25M€ turnover after 2 years)

2004 – 2007 :

REXEL Headquarters (www.rexel.com), Paris, France
#1 Worldwide Wholesaler of Electrical Parts, €7.5Bn turnover, 21.000 employees in 24 countries

Group Suppliers Manager

Develop Strategic relationship with Group suppliers across Rexel subsidiaries – Marketing planning – Market trend watch

2002-2004 :

Rexel Belgium (www.rexel.be), Brussels, Belgium
Leading Wholesaler of Electrical Parts, €150M turnover, 250 employees, Rexel Group Member

Product Manager

Management of Cable & Conduits product family – Supply contracts negotiation – Marketing planning

2001-2002 :

Belgacom Mobile-Vodafone Group (www.belgacom.be), Brussels, Belgium
Mobile Operator, Belgian Market Leader (+4M customers)

Contract Engineer

Contracts negotiation and implementation follow-up (responsible for MMS system & Data Backbone tender process & contracting)

1997-2001 :

Gernay SA (www.rexel.be), Namur, Belgium
Wholesaler of Electrical Parts, Rexel Group Member

Purchasing Clerk

In charge of Procurement, Stock management and Purchasing conditions negotiations

1995-1997 :

Thermelec Bvba (www.thermelec.be), Gent, Belgium
Distributor of HVAC Equipment

Sales Representative

Develop Sales through follow-up of Key Accounts and prospects Electrical Contractors

Education

High School : 1984-1990 Institut St Berthuin, Malonne, Belgium
Orientation : Maths, Sciences, Languages

University : 1990-1994 ISIB, Brussels, Belgium (<http://www.isib.be>)
Master's Degree Industrial Engineer (Mechanics)

Post-graduate : 2013 IMD, Lausanne, Switzerland (<http://www.imd.org>)
Strategic Execution Program

Languages

French : mother language
Dutch : second language
English : fluent
German : basics
Italian : basics

IT Skills

Windows, Word, Excel, Powerpoint, Outlook
Visual Basic, HTML
Catia, Autocad
ASW (AS400)