

# SEBASTIAN SPULLER

dual Swedish-Hungarian citizenship

## PROFESSIONAL EXPERIENCE

2010--	<b>IBM Global Procurement</b>	<i>European Sourcing Execution Manager, Travel &amp; Marketing Communications</i>
	Strategic sourcing, supplier relationship, supply chain transformation & people management. Leading EMEA team of 30 senior buyers specialized in the sourcing of Travel, Print & Marketing Communication commodities. Marcom: over \$200M of managed spend annually (\$44M savings in 2010). Travel: \$460M spend in 2010 (savings \$170M).	
2009	<b>IBM China</b> (Global Customer Solutions)	<i>Business Development Manager</i> ( <a href="#">Supply Chain Leadership Program</a> 4th rotation)
	Managing business development and execution/enableness for the Greater China Group (GCG) region. Aligned to IBM Sales.	
	<b>IBM Business Transformation</b> (BT/IT)	<i>Project Manager</i> (SCLP 3rd rotation)
	Sales & Manufacturing environment: Part of global team (EMEA, US, AP) focused on channel sales & manufacturing inventory forecasting and analysis. Leading business controls and ASCA certification process.	
2008	<b>IBM Bulgaria – Client Procurement</b>	<i>Procurement Manager</i> (SCLP 2nd rotation: Bulgaria)
	Leading End to End procurement process. IBM Bulgaria yearly spend approx \$15M. Managing projects to help mature local proc. org, including implementing 'hands free' ordering, enhanced contracting & negotiations. Leading team through Bulgaria's first Corporate Audit.	
2007	<b>IBM Business Process Outsourcing</b>	<i>Project Manager/ Sourcing Analyst</i> (SCLP 1st rotation: Switzerland)
	Leading 9 Strategic Sourcing Categories in EMEA for a global FMCG company (Colgate). Co-managing team of Category Managers and Tactical Buyers. Implementing client P2P (Procure2Pay) strategy. Project managing strategic employee resource allocation in Europe.	
2006-2007	<b>IBM Sourcing Hub Europe</b>	<i>Strategic Sourcing Buyer</i>
	Buying IT Products for the United Kingdom. Advanced contract negotiation, bids, buy side mkt. intelligence and proc. strategy, supplier identification, qualification, development, consolidation. Contributing to hit (and stretch) savings target. Yearly spend: £20M (UK only).	
2004-2005	<b>IBM Global Procurement</b>	<i>Tactical Buyer, Telecom</i>
	\$50k daily buying authority (release level). Procurement execution; supplier liaison, delivery management, commodity research, purchase order generation, E2E solutions. Working out of Budapest, Hungary; Stockholm, Sweden and Portsmouth, UK.	
2003-2004	<b>Pall - Perdomini</b> (Market leader in vintage whole sale)	<i>Key Account Manager - Business Development</i> Budapest, Hungary
	Develop new business with Italian, German and Hungarian suppliers, customers. Planning, executing expansion into new market segments.	
1995, 96, 97	<b>Ericsson Telecom</b> (Mobile Systems Business Unit)	<i>Internship</i> Kista, Sweden
	Summer Internship in Mobile Telephone Research Division: Assisting in the lab development of GSM technology.	

Supply Chain Leadership Program

## LANGUAGE SKILLS

<b>Swedish</b> (mother tongue)	<b>Hungarian</b> (2nd mother tongue)	<b>English</b> (fluent)
<b>Italian</b> (good)	<b>French</b> (good)	<b>German</b> (fair)

## EDUCATION

1999-2003	<b>Uppsala University</b> , Uppsala, Sweden
	- Master of Science Degree in Business Administration and Economics Specialization in Corporate Finance, including French- and Italian language studies. - Major in Finance, Master's Thesis: Portfolio Management in Swedish Mutual Funds: Highest grade. - Minor in Finance, Bachelor's Thesis: Analyst's Recommendations Effect on Capital Markets: Highest grade.
2002	<b>Università Commerciale Luigi Bocconi</b> , Milan, Italy
	Studies in Business Administration and Corporate Finance in Italian and English.
2002 Summer	<b>Universitat de Barcelona</b> , Barcelona, Spain
	Spanish language studies: Curso de Lengua Española nivel Medio.
2001	<b>Lund University</b> , Lund, Sweden
	Studies in Management, Corporate Finance and French.
1998-1999	<b>Université de Sorbonne</b> , Paris, France
	French language and literature studies: Certificat de Langue et de Civilisation Française.
Military Service	<b>Royal Swedish Cavalry and Lifeguards</b> , K1, Stockholm, Sweden
1997-1998	Challenging Education in law and leadership as Mounted Military Police Squad Leader, ranked Sergeant.
1994-1997	Danderyds Gymnasium, (Senior High School) Stockholm, Sweden: Natural Sciences Program, Extended Language Studies.

## EXTRACURRICULAR ACTIVITIES

2011--	University postgraduate lectures covering Supply Chain Management – <a href="#">CEMS course</a> - <a href="#">Corvinus University</a> , Budapest.
2008--	Corporate <a href="#">Supply Chain Executive Board</a> – Member of Global Corporate Online Network for Supply Chain Professionals.
2006	IBM, Chief Editor: 'European Procurement Newsletter' distributed to approx 1000 colleagues world wide.
2005-2006	IBM, Eureka Innovations Program Advisor. Promoting customer satisfaction and business development within IBM.
2004--	Institute for Supply Management (ISM) – In progress: <a href="#">Certified Supply Chain Management Professional</a> .
2002	SEN, Università Bocconi, Milan, Italy: Member of international network for promising business graduates.
2001	<a href="#">LINC</a> , Lund University, Sweden: Active member of Equity-Trading Room and information systems tutor.
2000	Diploma in Technical Equity & Derivatives Analysis, best performing student, sponsored by Swedish Investment Bank, SEB.
1999-2001	<a href="#">Financial Committee</a> , Uppsala University, Sweden - Chief Responsible for Equity-Trading Room. Activities included fundraising (obtained yearly financing of €30k), negotiation with major financial institutions, arranging courses in finance.
1997-2001	Elected Delegate of local Church Council (Kyrkofullmäktige), Täby, Sweden. Planned events, supervised administration.
	<b>Athletics:</b> Competing in athletics, silver medal in high jump, Junior Championship of Stockholm 1996.
	<b>Violin:</b> Chosen First Violinist in the Danderyd Symphony Orchestra for juniors. Toured in Sweden.
	<b>Scoutmaster:</b> Troup Leader; organizer of camps. Leadership education in Burg Kastl, Germany.

## OTHER

**Computer skills:** Excellent knowledge of advanced MS Office, Lotus Notes and HTML; Produced several professional websites.  
Tutor in real time equity and derivatives trading systems Bloomberg, Reuters, advanced SAP R/3 (MM & MRP), Brio, MDBT (Model Driven Business Transformation) using WebSphere Business Modeler and Rational S/W Architecture. Certified ASCA Controller.

**Interests:** Volleyball, tennis, horse polo, French and Italian cinema, languages, traveling and socializing.

**Driving license:** Type B.

TELEPHONE: +36 (06) 30 55 46 308

URL: [WWW.SPULLER.SE](http://WWW.SPULLER.SE) • E-MAIL: [SEBASTIAN@SPULLER.SE](mailto:SEBASTIAN@SPULLER.SE)