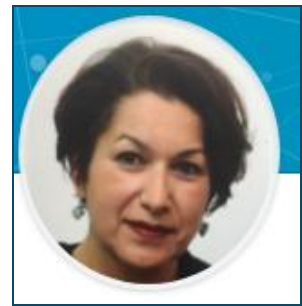


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## **A strong Procurement experience in multicultural & complex environments Strategic Sourcing / Procurement transformation**

### **AREAS OF EXPERTISE**

#### **Procurement process / Digitalization**

- Sourcing, Negotiation, contractualization
- Design & Roll-out Procurement policies
- Introduce Digital solutions vs efficiency

#### **Supplier performance & CSR**

- KPI monitoring, Compliance
- Risk mitigation
- Categories alignment vs ESG objectives

#### **Projects & Change Management**

- Lead steering committees
- Alignment with Stakeholders & Company's strategy
- Involve Team project for a better ownership

#### **Strategic Sourcing**

- Design, lead and implement category strategies with related roadmaps & action plans
- TCO approach as a best-practice

#### **Communication**

- Business reports related to Procurement activities
- Purchasing reviews vs Board / Stakeholders

#### **Management**

- Purchasing Team Management (direct+cross functional Teams)
- Create & lead Group purchasing network
- Improve level of maturity of Purchasing function

### **PROFESSIONAL BACKGROUND**

#### **2020-2024: Group Head of Indirect Purchasing, Rubix Group (Paris)**

Group Purchasing Department

*European leader in industrial distribution, 8 500 employees in 22 Countries.*

Main objective is leading the Indirect Procurement Transformation.

- Set up Indirect spend cartography & Procurement diagnostic @ Group Level
- Identify synergies & costs initiatives vs consolidation (including RFP lifecycle & Supplier monitoring)
- Design & Coordinate the Indirect procurement transformation strategy vs 3Y roadmap including cost reduction, organization, and digitalization and ESG/Safety&Security performance vs risk mitigation.
- Budget Monitoring / Rebates management / Contribution to EBITDA improvement
- Lead Group Indirect Cash Committees - Build, animate & federate the Purchasing network
- Team management / Indirect categories committees.
- Support Category director to optimize costs on direct categories.
- Set up global initiatives to reduce Rubix CO2 footprint (car fleet, Travel, Packaging ...)

Group indirect costs: ~200M€ / 3Y Savings roadmap ~8,4% yearly

#### **2017-2020: Group Purchasing Manager, Bureau Veritas Services (Paris)**

Group Purchasing Department

*Worldwide leader in conformity assessment & quality certification, 75 000 employees in 140 Countries.*

Main objectives are supporting entities/countries in the implementation of best practices and tools, conducting corporate bids on global categories of spend to leverage on the volume of the Group and generate both major savings & services, follow-up and provide Top Management with a consolidated vision of on-going initiatives in all countries, and savings derived from these initiatives:

- Cash flow improvement initiatives
- Define & set up Program management in project mode:
  - ✓ Scope & strategy definition (in-house, outsourced, mixed), Roadmap per categories, organization & staffing,
  - ✓ Action plan development and follow-up of ongoing projects to drive towards successful completion.
  - ✓ Project communication, issue resolution, change management,
- Create & lead purchasing network per categories at a global scope.
- Provide methodological support to the network
- Prepare & conduct purchasing audits at a global scope including CSR approach & risk mitigation in procurement actions
- Team management

## **2011-2016: Global Category Manager, SB Alliance - Savencia Group (Viroflay)**

Group Purchasing Department

*French Group leader in the food processing industry, 20 700 employees over 29 sites worldwide*

### Mobility (Travel, Car Fleet, Corporate Cards)

- Contract negotiations and performance monitoring on the whole category
- Implement the travel security management tool: coordination of the project with internal stakeholders in Safety & Security, Insurance, HR, IT.
- Define, organize and lead the Pan European Mobility cost saving project, to reduce costs: consolidation of travel agencies & deployment of the lodged card payment solution ; harmonization of the travel policies with a TCO approach ; centralization of the car fleet management; implementation of a car fleet digital solution; suppliers' negotiations vs cost optimization (leasing companies, OEMs ..), Group car policies ...

### HR / Interim:

- Negotiate & Rationalize the suppliers `panel vs sourcing approach: spend coverage rate : 85%
- Set up KPIs + Supplier management.
- Drive RFP + implementation of interim management tool within the Group subsidiaries.
- Change management.

### Professional services:

Management of the related categories (RFPs, supplier management ...)

Team Management

## **2005-2011: Buyer, P.M.U (Paris)**

Financial Direction / Purchase Department

*First European parimutual horse betting operator, 1300 employees*

Management of the following purchasing categories:

- Travel / Mice
- Professional services (office supplies, coffee/food vending machines, ...)
- IT / Mobile phones

Budget controlling vs company stakeholders' objectives, Cost saving programmes (RFPs), KPIs monitoring, supplier management.

## **2005-2006 : Buyer Internship @ ACCENTURE (Paris)**

RFP Office supplies, Scope: Benelux

**1990-2005:** APRIL GROUP (Lyon) - LUMITEK (Villeurbanne) - Rhône Poulenc Fibres (St Fons)

## **EDUCATION & TRAINING**

2006: Master Degree, Purchasing Management-ESAP IDF (Ecole Supérieure des Acheteurs Professionnels - CDAF)

1989: Education in Commerce International - Institut Pitiot/Crespa (LYON)

Management Trainings :

2014: Management & Excellence (Krauthamer Institute) - Team Management

2013: Management & Excellence (EM Lyon) - Project Management

## **LANGUAGES & COMPUTER SKILLS**

**Computer skills:** Pack office, ERP Oracle, Enable, Contratech' (Legisway contracts management tool)

**Foreign languages:** French (native), English & Italian (fluent)