



LOUVRIER Alain

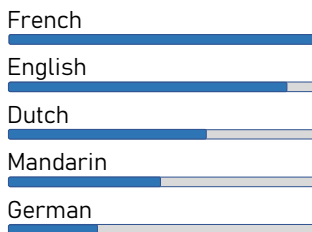
DETAILS

Chemin Henri Delcourt, 3
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SKILLS



LANGUAGES



WORKSHOPS

Business Intelligence
Project Management
Professional Selling
Problem Solving
Continuous Improvement

INTERESTS

Do-It-Yourself,
Tennis, Sailing, Golf,
Service Club (Club 41 - 53):
▶ 2019: Founder & Treasurer
▶ 2020: President

PROFILE

Supply chain, business & account development and general management experience in pharmaceutical and logistics industries combined with a strong entrepreneurship spirit at international level. Continuous improvement, achieving goals and reaching targets are key drivers. Self-starter, fast-learner, detail-focused, determination, ethical values, communication, and leadership are my strengths.

PROFESSIONAL EXPERIENCE

- EurAsiaCenter.Net, Ath (Belgium) 2018 ~ Now**
Freelance Consultant
 - Sourcing and trading services
 - Business development and advisor
 - Development of small-scale IT projects
- Parallele Diffusion SPRL (Co-owner), Ath (Belgium) 2014 ~ 2018**
Operations Director
 - Create product brand, logo, packaging, and catalogue
 - Market book accessories products (40 products)
 - Arrange products prototyping and certification
 - Monitor stock levels, products re-orders and shipments
 - Control products costs & company cost-accounting
- Jade Glocal Limited (Founder), Beijing (China) 2007 ~ 2014**
Managing Director
 - Open and manage the Beijing representative office for 3E China,
 - Offer win-win sourcing services and cost saving solutions (avg. 50%)
 - Extract, define and validate product specifications
 - Research, select, negotiate, and establish contracts with providers
 - Inspect productions and ensure products compliancy
- Dhl - Exel Scm Europe, 4PL Division, Mechelen (Belgium) 2003 ~ 2006**
Business Development Manager
 - Extract customer needs and develop business proposals
 - Create marketing, products & services presentations
 - Prospect potential customers and present service offerings
 - Seek and set-up continuous improvement projects
- Key Account Manager**
 - Prepare and negotiate contracts with prospects
 - Manage proof of concept trial and secure customer contract (EUR 12M)
 - Ensure costs control and savings delivery (10%)
- Business Systems Manager**
 - Manage outsourced business system developments
 - Develop an in-house master database application
 - Create custom IT solutions to meet customer needs
- Baxter Healthcare Europe, Production Dpt., Lessines (Belgium) 1996 ~ 2003**
Management Systems Expert
 - Estimate production technology conversion costs
 - Implement and manage production support systems
 - Design and develop the European production balanced scorecards (BSC)
- Strategic Project Leader**
 - Re-engineer the in-house strategic planning decision making tool
 - Define and implement systems development (GUI, DB, AI)
 - Develop reports and production key performance indicators (KPI)
- Logistics Coordinator**
 - Evaluate and validate a master production scheduling system (SKEP)
 - Implement and integrate SKEP in 7 European factories
 - Train and support 15 users across Europe (Change Management)
- EDUCATION**
- Certificate in Mandarin Language 2006 ~ 2007**
Peking University, Beijing (China)
Apprehend Chinese philosophy, culture & history
- MSc in Business Management, Major in Industrial Management 1995 ~ 1996**
Catholic University of Mons, Mons (Belgium)
Graduated Magna Cum Laude
- BSc in Commercial Engineering, Major in Business Management 1990 ~ 1995**
Catholic University of Mons, Mons (Belgium)
Graduated Magna Cum Laude