

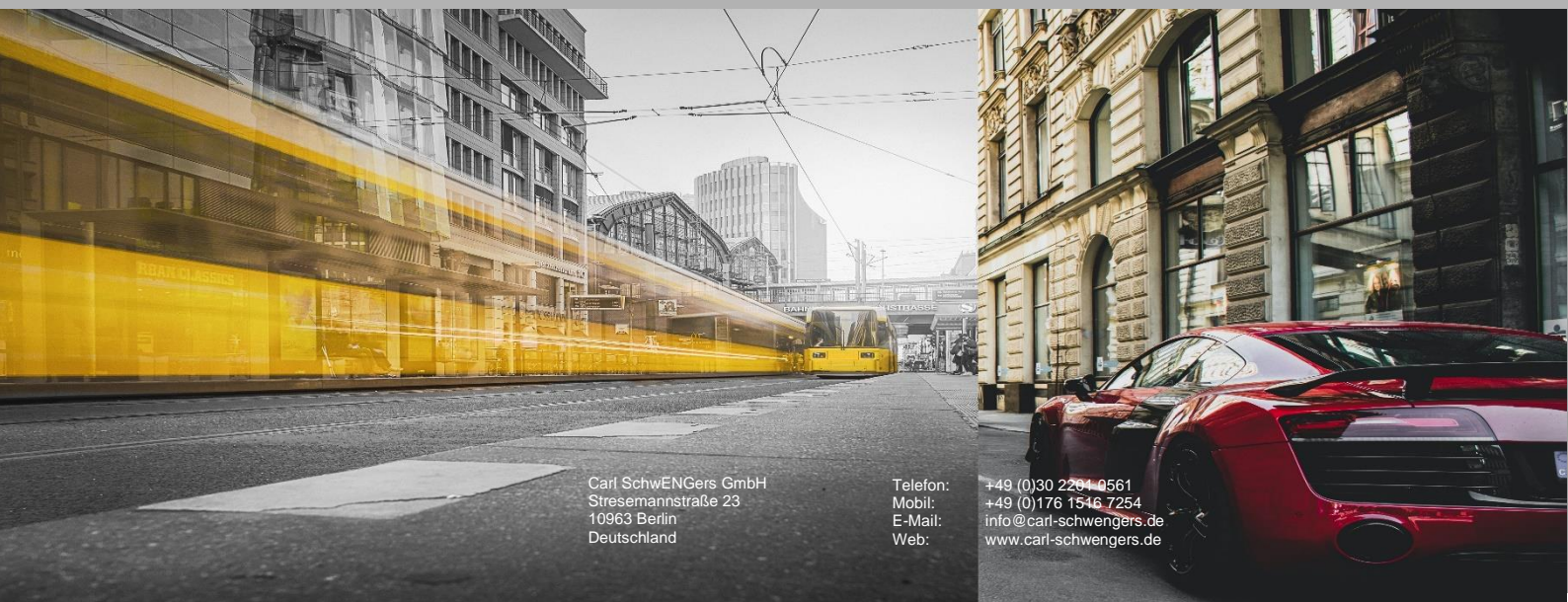
PROFIL



Marcel Wille

Industrial engineer majored in materials

- ~ 10 years experience in the steel industry
- ~ 10 years project management experience
- > 5 years product management experience



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Operative & Management Experience

2023 – Today

Business Development

- Drafting of the growth strategy and advisor to the general management
- Development and implementation of operational project management
- Create, implement and extend the sales process & material
- Draft & implement the CSG process landscape
- Roll-Out of audit relevant processes & documentation (ISO 9001, TISAX)

2022 – 2023

Business Development

- Responsible for development and establishment of a market model for end user industries (car, truck, special vehicle, machinery and plant engineering, construction, household) of flat steel products
- Objective key result project lead for performance and leadership culture
- Bottom-up development of the sales department strategy
- Definition and promotion of business excellence
- Initiator and co-developer of an AI based logic to identify product applications
- Ensuring the implementation of net working capital and cash measures in sales
- Consulting and support for customer meetings

2021 – 2022

Finance Task Force & Performance Management

- Development of a companywide NWC (Net Working Capital) management process in the steel industry
- Development of a companywide NWC reporting process
- Cash forecast
- Leading of a cash task force, ensure the company-wide cash goals including regular reporting on C-level

2020 – 2021

Product portfolio management

- Strategy development, especially revenue and margin optimization of flat steel products
- Digitalization and development of controlling reports for product launches
- Development of commercialization processes
- Development of portfolio management processes

2016– 2020

Coordination and Process Development for Product Management

- Development of working and management methods
- Development of product lifecycle management
- Development of innovation management processes
- Training of product life-cycle management and innovation management
- Data management
- Creation of reports and decision templates
- Presentation of reports and decision templates
- Interface with IP-Department concerning product strategy

2015 – 2016

Product Manager non-grain-oriented electrical steel

- product lifecycle management
- development of product strategy
- creation of business cases for products
- market and competition analyses
- commercial project management for product developments and product launch projects
- Requirements engineering

2008-2015

Research assistant

- Focus on Development, Innovation and Realization
- Focus on metallurgy
- Project on the transfer of a numerical damage model of metals to epoxy resins for application in fiber reinforced plastics
- Project on the kinetics of recrystallization in TWIP steels

Additional Skill Sets

Languages

German	Native language
English	Fluent
French	Basic skills

Software skills

Office Applications	MS Windows, MAC OS, MS Office Applications, MS Visio, SAP, MS-DOS
Dashboard Tools	MS Power BI, MicroStrategy

Programming

Visual Basic (VBA)	Basic
Java	Basic
HTML	Basic

Education

University

2011 – 2014	Industrial engineering bachelor program at the RWTH Aachen University with a major in materials- and process techniques Award of Industrial Engineer M.Sc.
2012 – 2012	Erasmus semester at the KTH Royal Institute of Technology Stockholm (Sweden)
2007 – 2011	Industrial engineering bachelor program at the RWTH Aachen University with a major in materials- and process techniques Award of Industrial Engineer B.Sc.

School

1997 – 2006	Gymnasium Hohenlimburg, Hagen, Germany Award of the High-School-Diploma
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