

Claus Triolo

Value Creation & Innovation Leader

Driving global procurement transformations through AI, blockchain, and sustainable innovation. 30+ years turning complexity into opportunity - executing value-driven strategies across S2P, supplier ecosystems, and operations. Architect of resilient supply chains and hands-on leader of high-performing teams. Grounded in pragmatism, empathy, and a culture where innovation and excellence thrive.



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Leading with empathy & perfecting procurement

WORK EXPERIENCE

Executive Leadership Advisor | Transformation Lead

Various Leadership Engagements | Since 01/2015 | Switzerland

- Lead enterprise-wide digital and procurement transformations for scale-ups, global corporations, and portfolio firms - embedded directly within leadership teams, not operating from the sidelines
- Advise C-level executives on leveraging AI, blockchain, and advanced analytics to revolutionize Source-to-Pay (S2P) operations, supplier strategy, cost performance, and operational efficiency
- Deliver hands-on procurement execution across Source-to-Contract (S2C), supplier negotiations, and category strategies - unlocking significant, sustainable value
- Support investor-backed ventures with go-to-market strategies, accelerating launches and optimizing commercial readiness for scale and investment
- Build high-performing, digitally fluent teams through agile leadership, global collaboration best practices, and structured upskilling initiatives in globalized settings

Director Group Indirect & Technical Procurement

SELECTA | 11/2021 – 12/2023 | Cham, Switzerland

- Led procurement transformation across the group, managing 400m+ CHF in spend and streamlining operations
- Executed the full implementation of the group-wide Source-to-Pay (S2P) system, overseeing every stage from selection to go-live, reducing cycle times and maverick buying
- Established Technology Centers of Excellence for the 3 major verticals (coffee, vending, smart solutions), driving innovation and improving supplier collaboration
- Built and scaled a high-performing procurement team, improving procurement spend visibility and compliance across 10+ markets
- Led sustainability-focused procurement strategies, reducing carbon footprint and improving supplier compliance with environmental standards

Head of Indirect Procurement

MIGROS | 11/2018 – 11/2020 | Zurich, Switzerland

- Directed procurement operations with 4b+ CHF in spend, transforming indirect procurement strategy and governance across Switzerland's largest employer
- Implemented initial end-to-end Source-to-Contract (S2C) solution and processes across the M cooperative
- Pioneered the use of digital procurement tools, improving spend transparency and significantly reducing maverick spend
- Led mission-critical strategic sourcing initiatives within pivotal project "PUMA"

Interim Global Procurement Manager

ROCHE | 06/2015 – 07/2018 | Rotkreuz, Switzerland

- Managed global procurement with 500m+ CHF in spend, driving key value creation initiatives and delivering 38m CHF in cost savings annually
- Drove global procurement transformation across multiple regions, improving operational efficiency and reducing risk in critical supply chains
- Developed and implemented supplier performance improvement programs, enhancing compliance and ensuring long-term partnerships with key suppliers

SKILLS & COMPETENCIES

Transformational Leadership

Cost Reduction

Resiliency

Curiosity

Value Creation

Lean Six Sigma

Kaizen

Decisiveness

Goal-oriented

Negotiations

Empathy

EDUCATION

No formal university degree - but 30+ years of outperforming the academic curve. Proven success through real-world execution, continuous learning, and a radically pragmatic mindset.

Kaizen Coach (2011)

Lean Six Sigma Greenbelt (2004)

Wholesale & Foreign Trade Management (1987)

LANGUAGES

German
Native Proficiency

English
Full Professional Proficiency

Italian
Elementary Proficiency

French
Elementary Proficiency

INTERESTS

🤖 Artificial Intelligence

📷 Videography

❤️ Philanthropy

🏁 Motorsport

♻️ Sustainability

🧠 Technology

CAPABILITIES

Strategic Methodologies

Lean Six Sigma (Greenbelt), Kaizen, Transformational Leadership, Continuous Improvement

Digital Procurement & AI

SAP, Oracle, MS Dynamics, Coupa, Zycus, AI-driven supplier management and cognitive procurement

Advanced Analytics & Tools

Microsoft 365 (Power User), Excel Expert, Power BI, Predictive Analytics

WORK EXPERIENCE *cont.*

Head of Procurement

REGENT LIGHTING | 05/2012 – 11/2014 | Basel, Switzerland

- Transformed procurement operations for 200m+ CHF in spend, delivering sustained cost reductions of 15% through strategic supplier partnerships and procurement optimization
- Negotiated a unique strategic alliance with a leading Korean semiconductor manufacturer, reducing component costs by 28% and securing long-term supply for key products
- Improved supply chain efficiency, by significantly reducing lead times and ensuring on-time project delivery across key markets

Head of Indirect Sourcing

SWISS INTERNATIONAL AIR LINES | 05/2010 – 05/2012 | Kloten, Switzerland

- Established the first Indirect Sourcing organization across Switzerland's flagship premium airline, managing 250m+ CHF in spend and delivering 9m CHF in annual value through strategic supplier engagements
- Strengthened sourcing standards in an environment where precision, service, and premium brand alignment are critical
- Developed a comprehensive, group-wide supplier risk management program, reducing supply chain disruptions during periods of market volatility
- Implemented long-term supplier relationship management (SRM) initiatives, improving supplier collaboration and reducing costs by 15% across key categories

Head of Procurement

CAPGEMINI | 08/2008 – 05/2010 | Duesseldorf, Germany

- Led procurement operations for 90m+ EUR in spend, driving significant cost reductions and improving procurement processes across the EMEA region
- Spearheaded cross-functional "Tiger Teams" in critical markets and business segments, delivering procurement strategies that reduced costs by 20% across multiple technology categories
- Led procurement due diligence initiatives for European outsourcing prospects, ensuring successful contract negotiations and delivering 10m+ EUR in annual savings
- Managed supplier performance and contract renegotiations, improving supplier collaboration and securing long-term partnerships with enhanced procurement efficiency and effectiveness

Strategic Sourcing Leader

GE HEALTHCARE | 04/2003 – 08/2008 | Paris, France & Milwaukee, USA

- Led global procurement for 300m+ USD in spend, streamlining sourcing processes and driving compliance across the US, Europe, and Asia
- Directed procurement transformation during major regulatory shifts, ensuring adherence to global healthcare industry standards
- Spearheaded supplier performance improvement initiatives, reducing costs by 20% and improving supplier quality through long-term partnerships

Head of Product Management

4MBO | 05/2000 – 10/2002 | Plochingen, Germany

- Oversaw product development and procurement for 200m+ EUR in spend, leading the company's expansion into new markets with consumer electronics and healthcare products
- Drove supplier negotiations, reducing time-to-market for key products, and securing partnerships with top manufacturers in Asia
- Optimized procurement and product lifecycle management, improving profitability by 20% through innovative sourcing strategies

Vice President Procurement

TRANSTEC | 10/1998 – 05/2000 | Tuebingen, Germany

- Managed procurement operations for 100m+ EUR in spend, driving Transtec's successful IPO
- Led the development and implementation of the "Virtual Warehouse" project, optimizing inventory management, reducing overhead significantly, and enabling a successful spin-off IPO
- Negotiated high-impact supplier agreements, securing cost advantages of 10-15% and establishing strategic partnerships that supported the company's rapid growth

Procurement Manager

PACOMP | 09/1995 – 10/1998 | Waiblingen, Germany

- Led procurement for 100m+ EUR in spend, securing a groundbreaking, one-of-a-kind IBM OEM contract, which positioned the company as a top player in the European IT retail market
- Managed procurement for over 200 stores across Europe, creating a centralized procurement model that optimized supplier relationships and streamlined operations
- Played a key role in positioning Pacomp within the top 2 in the European computer market, leveraging strategic sourcing and vendor partnerships

Various non-leadership roles

DIFFERENT COMPANIES & INDUSTRIES | 09/1987 – 09/1995 | Germany

Held various positions across different industries, developing foundational skills in procurement and supply chain management

PERSONAL DATA

Date of birth: 02-JUN-1967
Marital status: married, 1 child (*2012)
Citizenship: Germany
Swiss settlement permit C
Living in Switzerland since 2010

LINKEDIN

