

# DAVID JOSEPHSEN

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## CHIEF EXECUTIVE OFFICER

Successful and dedicated CEO with expertise in navigating organizational success, building teams of dedicated and successful managers and employees, mergers and acquisitions, and providing an atmosphere of support and motivation that breeds top performers. Hard working individual with the interpersonal communications skills to work at all levels of the organization. Fluent in English, German, Spanish, and basic French. Exceptional skills in developing and implementing strategic plans and initiatives that exceed goals and objectives. Outstanding experience in building, developing, managing, and directing organizations to success. Works well in teams or individually to achieve goals and objectives.

## KEY EXECUTIVE MANAGEMENT SKILLS

- Team development and training.
- Strategic planning and implementation.
- Exceeding goals and objectives.
- Navigating organizations to success.
- Finance and administration.
- Building and maintaining professional relationships.
- Supply chain management.
- Project management from conception to completion.
- Mergers and acquisitions.
- E-commerce and general management.

## EDUCATION

HARVARD BUSINESS SCHOOL

Fall of 2003

*Advanced Management Program (AMP).*

UNIVERSITY OF ST. GALLEN

1987

*Business Administration, Major in Finance and Controlling.*

## PROFESSIONAL EXPERIENCE

HOLCIM, LTD., Zürich, ZH

1987 – Present

**Commerce and Corporate Procurement Officer/CEO, Holcim Venezuela.** Responsible for managing procurement and e-commerce functions for one of the world's leading suppliers of cement, aggregate, concrete, and construction-related services with over 50,000 employees in 70 countries located on all continents.

- Start-up of a new group responsible for procurement and e-commerce for the company.
- Negotiate global frame agreements with key suppliers. To date, have completed over 50 agreements covering \$600+ million a year in procurement costs.
- Developed and implemented a new and improved procurement process in more than 20 operating companies worldwide. Reduced costs by \$75 million in the first year and another \$60 million in the next three quarters. Key to this success was the development of individual procurement teams in Singapore (for Asia), Zürich for the EMEA, and Miami, FL for the Americas.
- Recruited and trained procurement specialists from all over the world from such companies as Coca-Cola, IBM, Philips, Ford, Siemens, and Case. Developed a team dedicated to meeting the needs of the company and reducing costs. Team goal was to save the company \$200 million while spending \$6 billion over 3 years. Responsible for developing a new procurement system, processes, required skill sets, and training program.

**CEO/CFO, Holcim Venezuela.** Responsible for all Chief Executive Officer responsibilities at the newly acquired operation in Venezuela. Improved the EBITA margin by 125% by aggressively cutting costs, reducing head count by 18%, increasing revenue by 13% by introducing new and innovative products to the local market and exporting to new markets in the Caribbean and the United States.

- Acquired Cementos Caribe S.A. of Venezuela and through the use of Venezuelan Government Bonds during a regime of foreign exchange controls was able to save 30% or \$30 million in acquisition costs.

**PROFESSIONAL EXPERIENCE** (Continued)**HOLCIM, LTD.**

- Improved productivity at Cementos Caribe S.A. by 30% by developing a new Vision and Mission statement and management team, a new business plan for multifunctional teams, and breaking down individual objectives within the business plan to all levels of the organization down to the shop floor. Successfully sold the entire change management initiative to the new management team who sold it successfully to the employees.
- Developed and implemented a new ERP system within 4 months of acquiring Cementos Caribe S.A. to more accurately manage and track financial data. Reduced the administrative staff employed by the company by 50%.
- Managed all aspects of procuring financing in an acquisition and merger of two companies in Venezuela. Restructured the debt of the merged organization involving the IFC and other international banks such as Citibank, ING, and ABN Amro. Was responsible for taking over all administrative aspects (including IT) of the newly created entity.
- Responsible for managing two projects with budgets of \$100 and \$130 million. These greenfield projects were concluded 5% below budget and on time and 15% below budget and 6 months ahead of schedule respectively. Optimized equipment resources and logistics within the area to reduce costs and delivery time of materials.

**LANGUAGE SKILLS**

Proficient in the use of English, German, Spanish, and basic French.