

**PERSONAL INFORMATION** Clotilde Hannetel**WORK EXPERIENCE**

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- Oct. 2012 - Present **Founder and Director**  
ACHAZ, Barcelona (Espagne)  
Achaz is a procurement consulting company. [www.achazconsulting.com](http://www.achazconsulting.com)  
ACHAZ supports its clients in their procurement processes, to improve competitiveness, efficiency and to reduce supply chain risks.  
ACHAZ works on Spend mapping and Procurement Strategy, Cost Challenges, Risk Management and Supplier Quality.
- Dec. 2010 – Mar. 2012 **Procurement Operations Manager**  
UNILEVER (Personal Care), Barcelona (Espagne)
- Oct. 2008 – Apr. 2010 **Procurement Category Manager**  
SARALEE (Household and Bodycare), Barcelona (Espagne)
- Mar. 2005 – Sept. 2008 **Supplier Quality Engineer**  
PLASTIC OMNIUM AUTO EXTERIOR, Paris (France)
- Jul. 2001 –Feb 2005 **Corporate Services Procurement Manager**  
PLASTIC OMNIUM, PARIS (France)
- Aug. 1997 –Aug. 2001 **Project Procurement Manager**  
GAZ DE FRANCE, Paris (France)

**EDUCATION AND TRAINING**

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- Jan. 2005 – Oct. 2005 **Training to become an ISO 9001 and TS16949 auditor :**
- referential ;
  - preparation, running, conclusion, follow-up ;
  - solving problems tools issued from the Kaizen (Ishikawa, 5W...)
- Sept. 1992 – Jun. 1994 **Master Degree in Business Administration from Audencia (Business Management School):**  
Nantes (France)
- Aug 1991 – Jul 1992 **B.A. in Administration, Languages, Business and Information Technology**  
Wolverhampton (Royaume-Uni)

ADDITIONAL INFORMATION

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## Publications

You can find all my publications on my blog :

<http://www.achazconsulting.com/#!blog/cb2t>

3 of those articles have been published in the AERCE magazine (association of purchasing manager in Spain) :

- What attitude should a Procurement Manager develop over a crisis period of time?:  
[http://media.wix.com/ugd/4fdf65\\_c26b3385563d25148adc8f390841275b.pdf](http://media.wix.com/ugd/4fdf65_c26b3385563d25148adc8f390841275b.pdf)
- Competencies that need to be developed to succeed along a Procurement Transformation process: [http://media.wix.com/ugd/4fdf65\\_e1469893950ee54de9847e05c44db69f.pdf](http://media.wix.com/ugd/4fdf65_e1469893950ee54de9847e05c44db69f.pdf)
- As an interviewed an article about Category Management in Procurement: [http://media.wix.com/ugd/4fdf65\\_e1e123be398c42969655cdf492aa248.pdf](http://media.wix.com/ugd/4fdf65_e1e123be398c42969655cdf492aa248.pdf)