



Mehdi HOCINE

FREELANCE – SENIOR PURCHASING CONSULTANT | INTERIM MANAGER

Engineer · 15 years in procurement, including team management
5 industries incl. automotive – fast ramp-up on any commodity

Available January 2027 · Lyon area · Switzerland · Remote

CONTACT

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SOFT SKILLS

- Leadership
- Influencing skills
- Calm under pressure
- Results-driven
- Self-starter, adaptable
- Entrepreneurial mindset
- Positive mindset

BUYING SKILLS

- Team management
- Project management
- Automotive purchasing
- Strategic sourcing
- Make or buy
- Category management
- Project purchasing
- Crisis management
- Supplier qualification
- Should-cost & TCO analysis
- Contract management
- Risk management
- Change management
- Tendering
- PPAP

EXPERIENCE



Since
11/2021

MH Partners | Founder | Freelance Purchasing Consultant



01/2022 – present | Volvo Trucks | Senior Purchasing Consultant

Freelance assignment via MH Partners

Cab purchasing department (heavy trucks) – commodity portfolio: seats (€100M+ annual spend), painted exterior plastics (chassis fairings, air deflectors), interior trim (door panels, interior panels), steering shafts and accessories.

- Managed supplier risk through the post-COVID capacity crises: zero-line stoppage on my commodities.
- Led strategic negotiations through the inflation crisis: price-increase claims cut by 10+ percentage points.
- As project buyer, ran RFQs and awarded around 10 projects (build-to-print / build-to-spec), most of them for a once-in-a-generation cab platform program driving Volvo/Renault Trucks commonality.

- **Contract renewed 8 times.**
- **Proven fast adaptability: 5 buyer roles across different commodities in 5 years, plus interim Segment Leader (team of 3 buyers).**



11/2021 – 12/2021 | Lennox EMEA | Task Force Leader

Freelance assignment via MH Partners

- Secured supply of motors including electronic components during the 2021 global shortage.
- **Averted a one-month shutdown of the European plants.**



03/2020 to
11/2021

Lyon,
France

SPIE CityNetworks | Head of Purchasing

Subsidiary (€2.5B) of SPIE (€7B; 48k employees): power grids, public lighting, EV charging, mobility networks.

Scope: 2 operating divisions; **member of both management committees.**

- **Managed an 8-person team (3 buyers, 5 supply chain coordinators).**
- Set up purchasing KPIs to drive both divisions.
- Steered cross-functional teams to cut costs on recurring parts.
- Led purchasing teams on major projects, e.g. Paris Metro Line 14 (€25M).

- **New framework agreements freed ~10% of team time for higher-stakes negotiations.**

LANGUAGES

- French: native
- English: fluent (C1)
- Spanish: intermediate (B1)

INDUSTRIES

- Automotive
- Energy & nuclear
- HVAC
- Infrastructure & networks
- Semiconductors

MANAGED COMMODITIES

- Direct: plastics, sheet metal, electrical & electronics, motors, raw materials
- Indirect: CAPEX, MRO, logistics, facilities, subcontracting

DIGITAL SKILLS

- SAP (ERP)
- Advanced Excel
- Generative AI tools
- Programming (VBA, C++)

HOBBIES

- Backpacking
- Padel
- Piano



09/2014 to
03/2020

Lyon, France,
and,
Dallas, USA.

From 2018
At Lennox

Alongside
purchasing
role

Lennox EMEA | Europe Sourcing Manager

HVAC manufacturer (€235M; plants in Spain, Germany, France), subsidiary of Lennox International (\$4B; 10k employees; Dallas, USA).

Purchasing manager – 4 plants across Europe

- Category management – direct: motors, steel, copper, refrigerant; indirect: investment, freight, packaging.
- Built a 3-year cost-reduction roadmap (target: 3–5% savings per year) and led cross-functional teams to deliver it.
- Levers: strategic sourcing, make or buy, worldwide agreements, investment.
- Project leader (PMO) on a major business transformation project (R&D, manufacturing, quality, marketing, sales).
- 3-month assignment at Dallas HQ: aligned worldwide strategies and benchmarked US best practices to deploy in Europe.

➤ **3–5% annual savings target exceeded every year.**

Business development manager

- Spotted via the refrigerant commodity, built from scratch a quota-selling business (new EU F-Gas regulation): business plan, set-up and lead of a 4-person team (project, sales, legal, compliance).

➤ **Regulatory constraint turned into a recurring profit center: >50% of Lennox EMEA EBIT in 2018 alone (several €M).**

➤ **3 awards received: Europe, Purchasing Worldwide, Lennox Worldwide.**



09/2011 to
09/2014

Tours,
France

EDF – Nuclear | Project Buyer

World's largest nuclear plant operator (€72B; 155k employees).

Project buyer for French nuclear power plants, to meet regulatory and safety requirements after the Fukushima accident.

Defined the purchasing strategy and ran the full cycle: should-cost modeling to set target prices, contract drafting, negotiation and award.

- High-investment projects (>€20M; 10 years).
- Strategic and urgent projects linked to the French Nuclear Safety Authority.
- Contract claim management requiring technical and legal expertise (>€0.5M claim).

➤ **Owned >€20M projects within 2 years of graduating.**



02/2011 to
09/2011

Tours,
France

STMicroelectronics | International Commodity Buyer

Manufacturer of electronic components (\$10B; 49k employees).

Reduced cost and criticality of a \$4.5M spare-parts portfolio: purchasing strategy, framework agreement negotiation, supplier rationalization, France–Singapore partnerships.

➤ **5% savings on annual spend.**

EDUCATION



Graduated in
2011

Engineering degree – Procurement specialization INSA Centre Val de Loire, France

- Multidisciplinary engineering school (mechanical, electrical, electronics, IT).
- 5th-year specialization in industrial procurement.