

# Prof. Dr. Martin Kotula

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Interim Manager & Executive Consultant | Procurement, Supply Chain & Operations | Transformation & Value Creation

- Interim Executive with over 25 years of experience, specializing in Procurement & Supply Chain Management (SCM) and Operations, gained in global corporations (SAP, ABB) and leading management consultancies (Accenture, Kerkhoff). Extensive project and advisory experience in both large enterprises and mid-sized companies.
- Proven track record in designing future-ready organizational structures, driving operational and digital excellence, and delivering complex efficiency and growth programs.
- Deep expertise in the planning and execution of sustainable cost optimization initiatives and the digitalization of business processes, with a primary focus on Procurement and SCM (Source-to-Pay).
- Experienced international leader, collaborating closely with C-level executives to achieve strategic objectives. Decisive, analytical, and execution-driven.

## Focus Areas

- Management Consulting, Interim leadership roles as CPO or COO
- Project management and functional consulting for SAP spend Management (Ariba, Concur, Fieldglass) and S/4HANA
- Digital & AI strategy, transformation, and roadmap
- Operational excellence (processes & cost optimization), Source-to-Pay & Supply Chain, and WCM

## Professional Experience

- SAP, 12 years, global leadership roles, Solution Area Spend Management / Advisory
- Kerkhoff Consulting, 3 years, Partner, procurement projects
- Accenture, 3 years, Manager, SCM, strategy, procurement
- ABB, 7 years, operational plant procurement, strategic procurement, deputy head of procurement

## Competences

- Management Consulting & Interim Management: CPO, COO, Projectmanagement - processes, scaling, EBITDA optimization
- Procurement / SCM transformation: digitalization & AI, negotiation leadership
- Functional consulting & strategy: SAP, procurement software
- Executive leadership & advisory capability: agile leadership, project management, international team development

## Project experience

- Inventory optimization of production spare parts, breakdown-analysis. Result: portfolio rationalization, cost savings, ROCE improvement
- International supply chain stabilization: restructuring of critical supply chain suppliers under high time pressure.
- Digital transformation initiatives / functional consulting in operations (SAP & advisory): design and implementation of scalable frameworks across procurement, supply chain, and sales. Result: more efficient processes, accelerated decision cycles, and measurable revenue growth across multiple regions
- SAP Ariba, SAP MM/SRM & global sourcing programs
- Corporate Supply Management; Ariba B2B (SOX)

## Value Contributions (Extract)

- Cost optimization programs (direct / indirect) with sustainable P&L impact
- Improving working capital & cash flow (payment terms, inventory, DPO / DIO)
- Process optimization & digitalization (S2P / SCM, automation, data governance)
- Sustainable Ariba implementation and adoption



## Industries

- **Mid-sized companies & international corporations**
- **Regions:** DACH, EMEA
- **Industries:** manufacturing, mechanical and plant engineering, electrical industry, automotive OEMs, food, consumer goods, software, transport & logistics, banking & insurance, services

## Languages

- German (native)
- Englisch (fluent)

## Education

- Executive DBA, Aston University
- MBA, TiasNimbas / Bradford
- BBA, VWA

## Certificates

- Interim Manager, Steinbeis Augsburg
- Agile Leader, Steinbeis Augsburg
- Artificial Intelligence, MIT
- Leadership & Management, Wharton
- Technology Acceleration, Wharton