

# CV - Bouwe van der Meer – skills overview



Address	Languages	Knowledge, Skills & Abilities	
Rozenbergswijk 21	Dutch (Native)	Strong sense of ownership	Excellent oral & written communication
8411 KN Jubbega	English (Fluent)	Team player & strong interpersonal	Strong data literacy (SQL)
The Netherlands	German (Fluent)	Coach and motivator (31 seminars)	Heavy and oversized cargo
info@vandermeer-advies.nl	French (Limited)	Commercial and negotiation	Procurement, Legal & contracts
+31 6 46 84 23 31	Spanish (Limited)	Critical thinker and problem-solver	SQL Database & PowerBI
Personal	Consulting & Seminars	Contract forms	Preferred industry
09-06-1970, 54 Years	25 Projects	Payroll	Windturbines, machinery, heavy cargo
Married, three children	31 Seminars	Contracted (consultancy)	Worldwide distribution, freight

## Top 4 biggest achievements

DMG MORI 2016-2025	IKO INSULATION 2016-2024	ENERCON 2015-2016	AVEBE 2014-2015
<b>Freight budget 90 Mio</b>	<b>Freight budget 25 Mio</b>	<b>Freight budget 500 Mio</b>	<b>Freight budget 75 Mio</b>
Centralized procurement of logistics and implementing corporate logistic structure	Set up a completely new transport and distribution system for all European factories	Restructured European purchase models and implemented new transport rate models	Hired as interim manager, to manage a and solve a big logistic crisis
Managed and purchased all logistic services, including trouble shooting and problem solving	Invented and implemented distribution system "OPTIMOVE" also created by me	Created and implemented new logistic contracts, expanded the carrier base with 100%.	Redesign logistic structure of AVEBE resulting in a big change in carriers
Invented and implemented a sales tool to calculate complex machinery projects generating 60 Mio Turnover yearly (8 factories – 100.000 prices)	Major increase in service levels and capacity allowing the company to grow double digit every year	Solved international high-level conflicts with carriers and crane companies (Canada, Brazil)	Tendering all logistic services, road, sea, warehousing and internal transport in just 5 months!
Generated yearly logistic saving / benefits of (3 Mio EUR)	New contracts with 15 carriers, (13 new ones) > reduction of logistic costs by 25%	Managed and purchased complex multibillion wind turbine projects (Kazakhstan, South America)	New contracts with 20 carriers, reduction of logistic costs by 15%

# About me

I am highly adaptable to culture and people and know when direct, clear, and decisive action is required, and when a more patient and listening approach is needed. I am highly driven in my work and have learned to cultivate patience over the years. While I tend to be a perfectionist and prefer to get things right the first time, I recognize that the foundation for success lies in expertise, thorough preparation, and a strong network.

With over 30 years of international experience in logistics, ERP Systems (SAP, MS Dynamics, Oracle), procurement, and heavy transport, I am a seasoned professional skilled in managing complex supply chains and executing large-scale transport projects. My expertise spans industries such as wind energy, manufacturing, and media, where I have successfully led restructuring initiatives, optimized procurement strategies, and negotiated high-value contracts. I specialize in heavy and oversized cargo, having implemented innovative transport systems and led multi-million-dollar projects across Europe, Asia, and the Americas.

Throughout my career, I have demonstrated a strong ability to deliver cost-saving solutions, increase operational efficiency, and build high-performing teams. Notable achievements include developing the "OPTIMOVE" distribution system, which generated significant annual revenue increases, and saving millions through procurement optimization. I have a proven track record in crisis management, having resolved complex logistics challenges for companies like DMG MORI and Enercon.

## Interim mandates & full-time positions

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**DMG MORI AG – Senior Logistic and procurement manager**

**09/2016 – 12/2025 – 9,5 years**

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**DE-Bielefeld, Machinery, 12.000 FTE, 4 Billion EUR**

- **Logistic and procurement manager** – 8 factories Europe – inbound / outbound logistics - Spend 100 Mio
  - Inbound cargo to 8 Factories Europe, outbound machines and spare parts worldwide, parcel, road, sea, air, warehousing, heavy cargo and breakbulk (up to 90 ton)
  - Pricing of transport CIP / CIF conditions all turning and milling machines worldwide, 400 machine types from 5 ton to complex projects over 300-ton ton 122 different countries in the world (turnover generated by selling logistics: 60 Mio)
- **Responsible for the following logistics categories / modalities (total spend 90-100 Mio):**
  - Import sea freight China / India to Europe 2.500 TEU: 5-10 Mio (20 containers / week by Sea / Rail / Truck)
  - Export sea freight to USA / Asia and other continents: 15.000 TEU / 10 Mio
    - Outgoing shipments from 8 factories Europe
  - Outbound parcels (including next day) + worldwide airfreight: 10 Mio
  - Inbound European Road, parcel / FTL and LTL cargo: 5 Mio
  - Outbound European Road transport, also heavy and oversized cargo: 25 Mio
  - Packaging machines in sea cases: 6 Mio, stowage in containers and flatracks and port handling: 2 Mio
  - Rigging and bring-in of heavy machines in Europe and industrial assembly: 10 Mio
- **Difficulty level: high.** Complex political company structure, combining purchasing and sales of logistics

**International business experience: key person for managing logistics and logistic sales processes**

- China: strong liaison with local global sourcing team (30 suppliers)
- Japan: strong liaison mother company DMG MORI CO
- India: strong liaison with local global sourcing team (20 suppliers)
- USA/Canada/South America: Coordinating sales and logistics with local DMG MORI
- Middle East and North Africa: Coordinating sales and logistics with local DMG MORI

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**Enercon GmbH - Consultant Procurement and Logistics**

**05/2015 – 07/2016 – 1,5 years**

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**DE-Bremen/Aurich, Wind turbines Producer, 5 billion. EUR, 20.000 FTE**

- Restructuring procurement of logistics, total category spends worldwide logistics 500 Mio.
- Developed supply chain improvements with a saving potential of 25 Mio (new design tower sections)
- Management of all purchasing activities, coaching the team members and support buyers (15 FTE)
- Identification and implementation of cost reduction potential (separated standard transports and bundled them)
- Full benchmark of all European heavy transport on carriers, vehicle types and rates (60.000 transports, 500 Mio)
- Developed new price calculation tools for heavy transport and large cranes
- Prepare and negotiate high risks projects and contracts (> € 30 Mio) with management
- Defining, executing, and negotiating 15 large international transport tenders, savings 5 Mio
- Worked on international projects (procurement logistics and cranes) like wind parks in Canada & Kazakhstan
- **Difficulty level: high.** solved operational and financial issues, contract previous consultancy prematurely terminated

<b>Avebe Potato Starch - Interim Category Lead Buyer</b>	<b>11/2014 - 05/2015 – 7 months</b>
<b>NL-Veendam, 1300 FTE, 650 Mio. EUR</b>	
<ul style="list-style-type: none"> <li>▪ Restructuring of procurement and organization of transport and warehousing worldwide (category spend € 75 Mio) <ul style="list-style-type: none"> <li>○ 2.000.000-ton Potatoes to factories, 600.000-ton potato starch in bulk, big bags and pallets</li> <li>○ Procurement of external warehouses of 120.000 m and 200.000 ton bulk in silo parks</li> </ul> </li> <li>▪ Issued and negotiated 5 worldwide transport tenders, savings € 1,5 Mio</li> <li>▪ Legal problems with suppliers solved using lawyers and attorneys</li> <li>▪ Development and implementation of new purchasing strategy and multi-year procurement plan</li> <li>▪ Advised senior management in logistics / transportation on liability and litigation</li> <li>▪ <b>Difficulty level: high.</b> The previous buyer was already deactivated when I started.</li> </ul>	
<b>Studio 100 Media - Interim Manager Sales and Logistics</b>	<b>02/2014 - 07/2014 – 6 months</b>
<b>DE-München, Media Producer, 1000 FTE, 170 Mio. EUR</b>	
<ul style="list-style-type: none"> <li>▪ Short term replacement of 2 Key staff members, Head of Merchandising and Supply Chain Manager</li> <li>▪ Planning, buying and replenishment of 500 SKU in China and Europe</li> <li>▪ Negotiating and buying displays from cardboard factories</li> <li>▪ Daily management and training employee's department sales and logistics (3 FTE)</li> <li>▪ Optimize customer contracts, Supply Chain and SLA of with logistics service providers</li> <li>▪ Research and development of new logistics model Europe (from 4 warehouses to 2)</li> <li>▪ Optimization of Microsoft Dynamics AX (ERP) and creation of new reports (Crystal Reports)</li> <li>▪ <b>Difficulty level: high.</b> The most important staff members who left the company had to take over within a week</li> </ul>	
<b>Gutmann Heavy Logistics AG - Interim Business Development Manager</b>	<b>05/2013 - 10/2013 – 6 months</b>
<b>CH-Zug, Heavy Transport Logistics, 100 FTE, 35 Mio. EUR</b>	
<ul style="list-style-type: none"> <li>▪ Acquisition project cargo in Europe through cold calling, internet, emails, newsletters and presentations</li> <li>▪ Branches: wind energy, power plant construction, steel mills, oil and gas and top 100 companies Germany</li> <li>▪ Buying and organization transport, cranes, special equipment for projects in Europe</li> <li>▪ Worked on wind projects in France and Poland, shipping (from Portugal to Antwerp and Rostock) transport and installation of multiple wind turbines (onshore), transport and montage (heavy lift) of transformers (300 ton)</li> </ul>	
<b>Rentex Floron BV - Interim logistics Manager</b>	<b>02/2013 – 05/2013 – 5 months</b>
<b>NL-Bolsward, Healthcare, 350 FTE, 33 Mio. EUR</b>	
<ul style="list-style-type: none"> <li>▪ Improved efficiency planning trucks and creating 500K savings euro annually</li> <li>▪ Decreased number of trucks from 34 to 24, sold old leftover trucks through internet auctions</li> <li>▪ Optimization of the material flow of clean and dirty bed sheets linen, textiles and clothing</li> <li>▪ Interim Buyer for IT Systems, Fuel, Trucks and Personal</li> <li>▪ Tenders, RFQ prepared and negotiated for road transport, labor, and maintenance</li> </ul>	
<b>van der Vlist BV - Manager new business</b>	<b>9/2010 – 2/2013- 2,5 years</b>
<b>van der Vlist BV, NL-Assen, Heavy Transport and Machinery, 450 FTE, 105 Mio. EUR</b>	
<ul style="list-style-type: none"> <li>▪ Acquisition of new customers earthmoving industry, heavy equipment in Europe (2 Mio new turnover)</li> <li>▪ Define sales strategy and implement into sales plan, defining prices and issuing on tenders</li> <li>▪ Management of 1000 Prospects (cold calling, newsletters, visiting) and 600 customers</li> <li>▪ Responsible for accounts receivable management and contact person for major accounts and IT</li> <li>▪ Development of own CRM Database and introduced GPS System</li> </ul>	
<b>Oenema Transport, Taxi / ambulance - Interim Commercial Director</b>	<b>04/2007 - 9/2010 - 3,5 years</b>
<b>NL-Heerenveen, Logistics, 200 FTE, 40 Mio. EUR</b>	
<ul style="list-style-type: none"> <li>▪ Developed long term strategy "conditioned, furniture and automotive logistics"</li> <li>▪ Responsible for the staff, Transport Department 70 drivers and 5 office co-workers</li> <li>▪ Restructuring transportation department, € 600 K annually loss converted</li> <li>▪ Purchase / Buying capital equipment such as trucks, forklift, fuel and temporary workers</li> <li>▪ Set up new commercial departments: <ul style="list-style-type: none"> <li>○ Automotive inbound logistics (400K)</li> <li>○ Food and conditioned transport for Albert Heijn (1.5 Mio)</li> <li>○ Furniture transport from Germany to Holland (200K)</li> </ul> </li> <li>▪ 4 European public tenders passenger transport participated, won three out of four</li> <li>▪ Conducting litigation and contact person for banks, taxes, customers and suppliers</li> </ul>	
<b>Holcim Concrete Products - Interim Transport Manager</b>	<b>01/2007 - 06/2007 – 6 months</b>
<b>NL-Rotterdam, Concrete Production, 200 FTE, 60 Mio. EUR</b>	
<ul style="list-style-type: none"> <li>▪ Planning, preparation and organization of transportation of building materials (Daily up to 80 trucks)</li> <li>▪ Tender (RFQ) written for outbound transport finished goods</li> </ul>	

**NL-Veendam, Concrete Production, 55 FTE, 55 Mio. EUR**

- Heading team of 35 FTE, production, buying, sales, marketing and administration
- Buying all equipment like forklift trucks, wheel loaders, raw materials like sand cement and minerals
- Master production planning in SAP R3 and liaise plans with headquarters
- Solved production problems (interruptions) and prepared expansion of production to 200% in 2007
- Determine new marketing strategy (dealers and end customers) and define selling prices
- Turnaround marketing: create new product range called "Colors of the Earth" which is still their main brand today
- **Difficulty level: high.** The previous director already had left the company for 6 months when I took it over.

**Van der Werff Logistics BV - Managing Director**

2/2001 -8/2006 - 5,5 years

**NL-Heerenveen, Transport and Logistics, 250 FTE, 50 Mio. EUR**

- Developed long term strategy "Logistics of construction materials Europe"
- Responsible for the staff, Transport Department 75 drivers and 10 office co-workers
- Close and reorganize office Harderwijk (€ 3M and 25 FTE)
- Purchase / Buying capital equipment such as trucks, forklift, fuel and temporary workers
- Acquisition and integration of Hamstra Transport (30 FTE)
- Growth of 3M € to 10M € in 5 years and 35 to 80 trucks in 5 years (through E-Marketing and direct sales)
- Development of warehouse operations, organize and build warehouse
- Purchase and implementation of TMS Plan and Go! and Transics Board computers

**Xerox - Supply Chain Manager**

1/1996 -2/2001 - 5 years

**NL- Heerenveen, Electronics, 200 FTE, 200 Mio. EUR**

- Team leader department planning, purchasing color printers Europe (15 FTE)
- Demand Planning, Purchasing 3,000 articles in Mfg/Pro and Oracle, 20 M € stock level
- Organizing inbound container shipments from USA, China, Korea to Europe
- Organizing outbound worldwide shipments, pallets, parcels, and full trucks and air cargo
- Planning production department of configuring printers to sales orders (also managing BOM's)
- Responsible for shipments to customers in Europe, damages and organizing quarterly endings
- Organized the complete removal Heerenveen to Venray (6.000 pallets)
- Implementation of QAD MFG / PRO and Oracle in Heerenveen and Venray (superuser level)

## Projects and part-time consultancy jobs

Year	Company	Activity / Task	Place	Branche	Turnover
2024	12. Vredeveld Logistic Solutions	Management consultant	NL-Smilde	Transport	50 Mio
2024	11. Van der Werff Transport	Management consultant	NL-Heerenveen	Transport	50 Mio
2024	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2023	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2022	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2021	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2020	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2019	10. Biotronik	Tender consultant	D-Berlin	Medical	1200 Mio
2019	9. Körber AG	Tender consultant	D-Hamburg	Tabak systems	2500 Mio
2018	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2018	8. Tennet	Tender consultant	NL-Arnheim	Electricity	3900 Mio
2018	7. Enercon Logistics	Tender consultant	D-Aurich	Wind energy	4600 Mio
2017	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2017	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2017	6. Robert Bosch	Consultant	NL-Rotterdam	Insulation	130 Mio
2016	4. Royal Haskoning	Logistics consultant	NL-Nijmegen	Consultancy	400 Mio
2016	5. IKO Insulations BV	Procurement consultant	NL-Rotterdam	Insulation	130 Mio
2015	4. Royal Haskoning	Logistics consultant	NL-Nijmegen	Consultancy	400 Mio
2015	3. Gräper GmbH	Procurement consultant	D-Ahlhorn	Transformers	100 Mio
2016	2. Laundry service de Blinde	Logistics consultant	NL-Heerenveen	Healthcare	15 Mio
2008	1. MBI Concrete Products	Logistics consultant	NL-Kampen	Concrete	100 Mio

## Heavy transport & breakbulk logistic seminars organized by Bouwe van der Meer

31	Public seminar	2 Days	8 Persons - November	Netherlands	Jubbega	2024
30	Public seminar	2 Days	8 Persons - October	Netherlands	Jubbega	2024
29	Public seminar	2 Days	8 Persons - September	Netherlands	Jubbega	2024
28	Public seminar	2 Days	8 Persons - May	Netherlands	Jubbega	2024
27	Public seminar	2 Days	8 Persons - April	Netherlands	Jubbega	2024
26	Public seminar	2 Days	8 Persons - March	Netherlands	Jubbega	2024
25	Public seminar	2 Days	8 Persons – February	Netherlands	Jubbega	2024
24	Inhouse seminar	2 Days	Marcus Transport	Germany	Wuppertal	2023
23	Inhouse seminar	2 Days	Marcus Transport	Germany	Wuppertal	2023
22	Public seminar	2 Days	8 Persons	Netherlands	Jubbega	2023
21	Inhouse seminar	2 Days	HeYJu GmbH	Germany	Hof	2023
20	Inhouse seminar	3 Days	Siemens Wind power	Germany	Hamburg	2022
19	Inhouse seminar	3 Days	Siemens Wind power	Germany	Hamburg	2020
18	Public seminar	2 Days	10 Persons	Germany	Rheine	2019
17	Public seminar	2 Days	10 Persons	Netherlands	Jubbega	2019
16	Public seminar	2 Days	10 Persons	Germany	Paderborn	2018
15	Inhouse seminar	3 Days	NATO head quarters	Luxembourg	Capellen	2017
14	Inhouse seminar	2 Days	Siemens Wind power	Germany	Hamburg	2017
13	Inhouse seminar	2 Days	Siemens Wind power	Denmark	Brande	2017
12	Inhouse seminar	2 Days	Siemens Wind power	Germany	Hamburg	2017
11	Inhouse seminar	2 Days	Siemens Wind power	Denmark	Brande	2017
10	Inhouse seminar	2 Days	Time-x Kuriere GmbH	Germany	Frankfurt	2017
9	Inhouse seminar	2 Days	Siemens Power and Gas	Germany	Mühlheim	2016
8	Public seminar	2 Days	12 Persons	Germany	Rheine	2016
7	Workshop	1 Day	Spedition Kuhne	Germany	Bremen	2016
6	Workshop	1 Day	Van Uden Logistics	Netherlands	Waddinxveen	2016
5	Inhouse seminar	2 Days	Enercon Wind turbines	Germany	Aurich	2016
4	Keynote speaker	1 Day	Rabobank	Netherlands	Tilburg	2015
3	Workshop	3 Days	Van der Werff Logistics	Netherlands	Heerenveen	2015
2	Workshop	2 Days	Rail and Road Logistics	Germany	Berlin	2014
1	Workshop	2 Days	Max Wild	Germany	Berkheim	2013



# Timeline Bouwe van der Meer (1970-2024)

## Timeline Bouwe van der Meer



**Fontys**  
University  
Venlo -  
Logistics  
Manager

1996  
Graduated

1970 Birth 1980-1990 1994 1996 Graduated

1996-2001 2001-2006 2007 2007 2008 2008 2008-2010 2010-2013



Start consultancy



Start seminars

2013 2013 2014 2015 2015 2015 2016 2016 Start seminars



2016 2016 2016 2017 2017 2017 2017 2017 2018 2018

DMG MORI



DMG MORI



DMG MORI

Start breakbulk center

2018 2018 2019 2019 2019 2019 2019



DMG MORI



Start breakbulk center



2020 2020 2021 2021 2021 2022 2023 2023 2023



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2024 2024 2024 2025 2025 2026 2027 2028

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Available for new assignments

