

# ZAFER ÖZER



## PERSONAL INFORMATION

- Nationality: Turkish
- Place / Date of Birth: Manisa ; September 3<sup>rd</sup>, 1967
- Address : Peker Mah . 1711 Sok No: 6/4 Şehzadeler –Manisa –Turkey
- Email : zafer\_ozar@hotmail.com
- Mobile : + 90 ( 530 ) 762 36 38

## OBJECTIVE

To work in a professional business environment where I can take the advantage of and even enhance my professional know-how.

## PROFESSIONAL EXPERIENCE

- |                                                 |            |
|-------------------------------------------------|------------|
| • Production Chief /Sarigözoğlu /Manisa Plant   | 1989-1991  |
| • Production Manager /Sarigözoğlu /Manisa Plant | 1991-1995  |
| • Commodity Manager / Sarigözoğlu /Manisa Plant | 1995-1997  |
| • Quality Manager / Sarigözoğlu /Manisa Plant   | 1998-1999  |
| • Purchasing Manager Sarigözoğlu /İzmir Plant   | 1999-2000  |
| • Operation Manager /Sarigözoğlu /Aksaray Plant | 2001-2003  |
| • Operation Manager /Tezmac A.Ş.                | 2004-2008  |
| • Operation Manager / Formtek                   | 2008-2011  |
| • Purchasing Manager / Denso                    | 2011-2019  |
| • Purchasing Manager /                          | 2019-..... |

## **Purchasing Department:**

Lead Purchasing Department in all aspects of cost reduction, supply base restructuring, inventory control, engineering redesign and freight consolidation. Insured strong supplier relationships and company's growth and profitability.

- Developed and implemented overall procurement strategies and procedures to ensure the best quality products are purchased at the most economical price and on a timely basis. Use supplier relationships and knowledge of commodities markets to determine optimal timing for purchases
- Drives to attain lowest up-front cost ideal performance for all new and existing components for all plants: early sourcing, development of strategic suppliers, cost modeling, cost/profit planning, benchmarking, analytic tools and contract management
- Negotiated supply cage system to consolidate 15-20 suppliers under one "corporate umbrella", eliminating up front financial burden from inhouse costs
- Developed and implemented cost control strategy for annual freight budget by negotiating third party logistics contracts and consolidating the business, netting an annual cost savings
- Understands/negotiates cost impact related to design changes demonstrating a cost
- Directed global sourcing, procurement and risk management for a portfolio of global raw materials, commodities, ingredients, business services
- Cost analysis, price value determination and price-closing and contract management
- Created Supplier Scorecard program which improved service levels by 13%, reduced order lead time by 15% and captured new product innovation
- Expanded use of derivatives and products for commodities, metals , plastics and etc to maintain stable pricing and achieve overall strategy of the business
- Negotiated global contracts, and implemented compliance strategies for global agreements attaining a 96% compliance rating
- Benchmarks categories and manages an annual buyer business plan to achieve cost reduction, localization, best low-cost countries objectives ; Understands/negotiates cost impact related to design changes demonstrating a cost ;
- Develops and executes a strategy to ensure an on-going operational excellence from the supply base, that delivers purchased parts in the requested volume, quality, timing, and at the best cost, all along the program life, including service part
- Performs activities with high integrity, in compliance with Global, Divisional and Site procedures, systems requirements and Company fundamental principles
- Complete fiscal responsibility for all procurement and related areas and managed , million dollars in spend Improved storage, handling and inventories throughout property. Set-up warehousing functions within the system and physical plant achieving many thousand dollars in savings
- Guarantees that the selection of suppliers meets the company's specifications, standards, and quality requirements Negotiates favorable contracts for the purchase of certain materials and services
- Monitoring the performance of key suppliers, liaising with the relevant functions to ensure timely delivery of materials/services and that any issues are resolved quickly and efficiently
- carry out analysis of actual cost savings made for the organization providing reports and statistical information as required
- Preparing and signing long-term purchasing contracts in regards to machinery, dies ,tools fixtures plates, components ,plastics , electronic equipment and much more different type components goods and/or with services
- To purchase different type service utilities (Long & Short periods ) , outsourcing , rent , lease and etc
- Along with other staff level managers, formulates and recommends changes to operating policies and procedures that directly affect return on investment, profit margins, and unit goals/objectives.

## Plant Operation Manager

Directed all operations with P & L responsibility for a facility manufacturing Truck chassis ( Sheet-Metal Production & Assy ) primarily for Automotive industry .

Directly managed all production operations on multiple shifts producing over 100 sets chassis per month.

Established facility operating budget of nearly 10 million dollars. Developed and executed facility capital project program as project manager.

- Provide full support, guidance, and participation of the internal manufacturer & quality systems, and compliance with the ISO 14001/TS16949 and Q1 systems, as well as, helped and leaded to establish goals for said systems that remain within the company's scope of business. Led the production organization to achieve customer satisfaction and meet or exceed production KPI's
- Ensured and managed all resources are effectively utilized to maximize all value-added activities
- Liaises with all departments to exchange information on improved existing area manufacturing procedures and systems. Identifies issues involving inefficiencies, non-value added activities and quality concerns. Identifies root causes and recommends and/or implemented corrective action.
- Maintained safety standards for all assigned areas by ensuring safety requirements are met and policies are adhered to. Compiles and reports on area quality concerns and all non-value added activities at the monthly management meetings. Identifies and implements corrective action and ensures timely follow-up
- Actively participated ( Led ) in APQP teams design reviews, and feasibility commitment teams as required
- Completed sustain improvement project during off shifts without interruption to production
- Contributed to a safe, clean and comfortable work environment that complements the Occupational Health and Safety Act by ensuring the principles of the 5S discipline (simplify, separate, sanitize, standardize and support) are supported and adhered to
- Experience based on Bill of Materials and determination of unit-by-unit usage amounts as well as planning the product needs and creating an infrastructure for cost analysis , Preparing and approving daily, weekly, monthly and master production programs
- Developed processes to increase productivity and enhanced performance , Capacity determination. (On machinery, labor force, time and materials aspects.) , Making feasibility studies. Preparing Capacity Usage Reports for incentive lists and submitting them for approval
- Have an experienced more than 15 years and trained / experienced in **Lean Manufacturing tools** , Techniques as well as **Machining, casting and forging**
- Have an experienced more than 15 years and trained / experienced in Lean Manufacturing Techniques as well as **Sheet Metal Fabrication systems , Cold Forming , Stamping , Laser , Punching and Welding** experienced
- Have an experienced 5 years and trained / experienced in Coating & paint Manufacturing Techniques as well as **Sheet Metal Fabrication systems , Cold Forming , Stamping , Laser , Punching and Welding** experienced
- Have an experienced 3 years and trained / experienced in **Metal Coating & Powder Coating** Manufacturing
- Processing machinery, jigs , fixtures organizations for a first-time production item. Implementing the product and/or the component for the first-product; preparing the pre- serial production processes; creating quality approval specifications and ensuring the transition to serial production phase
- Creating products/Components through re-engineering studies. Conducting and making sure is conducted FMEA, APQP studies for the initial samples also PPAP - PSW , Ensuring and supporting the set-up of apparatus, plates, and fixtures.

## Quality Department:

- Ensured quality control requirements and recording them in accordance with specification
- Creating and following the incoming quality control, process control and final quality control plans
- Establishing and progressing overall quality system procedures regarding the company and customer requirements and the international standards
- Managing all the supplier quality processes
- Leading & supporting quality issues according to the requirements of the customers and internal colleagues
- Managing customer claims
- Coordinating and undertaking the supplier audits and inspections
- Managing PPAP, APQP, 8D, SPC activities based on project launch plan
- Preparing regular quality reports
- Leading continuous improvement activities
- Executing training programs when needed
- Taking an active role in ISO-9000 System Installation and Certification processes and in completing the documentation phase. Creating procedures and the Quality Manual and implementation
- Organized and performed quality control auditing & documentation functions in preparation for successful ISO 9001:2008 certification Later, I took part in TS 16 949 studies in 2002, respectively, and in 2003, I was a part of completing the Q1 completed process.
- Team-leader experience in internal-audit processes (Auditor-certificated by 9 Eylül University )
- Attending Kaizen work-shops based on various reasons and creating workshops
- Created SOP's and training guides for projects involving multi-departmental coordination with the integration of Lean methodology into all process improvement projects according to Japan approach ( In DENSO )
- Installation of Pulling Kanban Stock System and creating the infrastructure for JIT. (In DENSO )
- Conducting and managing 5 S applications in welding and press workshop
- Create and update APQP/PPAP documents as for Tier 1 & II Automotive industry customers
- Established key process indicators (KPIs) and implement preventive and corrective actions to eliminate the root causes
- Reviewed and approved process validations, FMEAs, Design Reviews and document changes, and defined critical dimensions for prints
- Implemented customer complaint system and root-cause problem solving that eliminated major customer complaints since implementation.

## Key Skills and Competencies

- Knowledge of wide a variety of purchasing concepts, practices, and procedures
- Controlling & Managed an extended supplier network
- Comprehensive understanding of procurement legal frameworks and contract law. International procurement , purchased experienced
- Strong commercial negotiation skills with an ability to influence
- Ability to work and operate in a team environment and
- Ability to lead cross-functional teams to a successful outcome

## My Personel Competencies

- Action Oriented
- Business Acumen
- Conflict Management
- Customer Focus
- Timely Decision Making
- Decision Quality
- Informing
- Innovation Management
- 1. Organizational Agility

## Education

Ankara University	Machine (A sc)	1988
Anadolu University	Economy (B sc )	1994

## Language

English	Fluent
Italian	Beginner

## Various Seminars Attended During the Career Period

- Basic ISO-9000 seminars
- ISO-9000 Quality Manuel procedures training
- ISO-9000 Quality system in-field trainings and application practices
- ISO-9000 In-house system auditor training (AUDITOR Certificated)
- SPC Statistical Processes Control Training
- FMEA Failure Motion Effect Analysis Training
- QS-9000 Basic Level Training
- QS-9000 Advanced Level Training (FMEA, PPAP, APQP, MSA)
- Productivity Enhancing Techniques Trainings
- Cost Decreasing Techniques Training
- Problem Solving Techniques Training
- Professional Approach in the Business Life Seminar
- Efficient Interview Techniques Seminar
- Surface preparation Chemicals and Surface Preparation Training
- Powder Coating Technology and Applications
- Supply Chain Management Training
- Human Resources Management and Recruitment Planning
- Strategic Supply Chain Management
- Effective Controlling Systems
- Total Quality Management
- Cost Accounting Management
- Project Management , CPM , GANT , PERT Method training
- Lean Thinking Technique Training
- Time Management Training
- 5 S Training
- Budgets Technique Training and various apps.
- Supplier Devolep and Manage program
- Logistic Management program
- Sales & Marketing in competitive markets program