

# Derek R. White

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Age: 46 Married, two children



## SUMMARY

A driven and well-proven international manager with 18 years of successfully leading teams that exceed expectations and deliver outstanding results. University education in engineering, international business, MBA. Excellent analytical, business, technical and cross-functional management skills. I love a good challenge, can bring clarity of purpose to complexity and I take accountability for my own and my team's actions and performance personally.

## PROFESSIONAL EXPERIENCE

**Manager OEM/Distributed Products Purchasing. Gambro AB, Sweden 2008-2011**  
Managed a Global Purchasing team for OEM medical devices (spend >€55mill /year.) Researched, screened, qualified and managed suppliers, negotiated and wrote contracts, ensured quality and regulatory compliance (FDA-QSR, EU-MDD), managed post-market issues, reduced Cost of Poor Quality, reduced and mitigated strategic supplier risk. Exceeded savings goals (>€1mill/yr), improved commercial terms and quality/regulatory processes. Worked with Global Marketing and R&D to find and contract new technologies and suppliers. Supported the product development process and marketing management for all OEM and distributed products. Wrote new processes for Global Strategic Sourcing, R&D outsourcing, and was one of a team of four that developed a stage-gate Product Development Process for R&D. Wrote new contract templates (Quality, CSR, IP assignment etc.) Submitted 13 invention disclosures. Wrote and applied for two patents.

**Supplier Manager, Strategic Procurement. Gambro Lundia AB, Sweden 2006-2008**  
Supplier search, qualification, selection, contracting, performance monitoring and relationship management. Brought new products to market quickly and profitably. Wrote marketing requirements, approved specifications, ensured quality and regulatory compliance, assisted with IP research. Developed new processes for Make/Buy analysis, supplier assessment, qualification and introduction. Acted as product marketing manager for many products. Invented several patentable solutions, conducted market research for a new device. Over €3mill saving/contribution in two years.

**Managing Partner Asia Outsourcing Group, Sweden 2005 - 2006**  
Marketing agent for Viksund Asia (boats and composites) from Sri Lanka. Launched Viksund boats on the Swedish market and found/contracted distributors. Continued management consulting and designed/conducted an SME training course in the Balkans for Sida and the World Bank.

**Management Consultant The Strategy Team, Sri Lanka 2002 - 2005**  
Helped to start a management, strategy and development consulting group. Projects included outsourcing manufacturing to Asia, joint venture setup, IP protection and licensing, HR development and performance appraisal design, balanced scorecard, market research and NPD support, SME business setup and training, food and beverage plant design and NPD, project management for Sida and Swisscontact. Attended the World Bank development conference in Brussels. Managed the bilateral donor desk in the Office of the President (Centre for National Operations) in the weeks following the tsunami. Twice volunteered as an election observer in the conflict zone (Jaffna and Vavuniya.)

**Managing Director**

**Zikomo Brewing Co, Zambia 1995 - 2001**

Managed all aspects of the start-up and operations of a medium-sized brewery. Wrote business plan, secured financing, designed brewery, procured plant from four continents, managed commissioning of the brewery, recruited local and foreign staff. Trained staff, developed procedures and market tested recipes. Conducted qualitative and quantitative market research. Developed brands and marketing plans. Supervised a production, sales and distribution staff of twenty people, implemented quality management systems and culture, and reported to lenders and shareholders. Diversified into engineering services. Designed and project managed the construction of six beverage, dairy and food processing plants, invented several new production methods, consulted in quality management, NPD and marketing strategy.

**Strategic Market Analyst (MIB Internship)**

**3M Europe, Belgium 1992 - 1993**

Set up databases to consolidate market, competitor, and financial information from twenty European subsidiaries for regional and European strategic planning. Worked with the European, regional, and country product managers to improve the quality of their market information and planning. Helped them to use the databases in marketing and financial forecasting and planning. Worked with the product managers to develop pan-European marketing strategies.

**EDUCATION**

**MASTER OF INTERNATIONAL BUSINESS (International MBA)**

University of South Carolina. Columbia, South Carolina, U.S.A. May, 1993.  
French language Track. Dual concentration in international marketing and finance.  
GPA Business: 3.8/4.0 Language 3.2/4.0

**BSc. (Hons), INTERNATIONAL BUSINESS (Minor in Political Science)**

Jacksonville University, Florida, U.S.A. Graduated Summa Cum Laude, April, 1991.  
Departmental Honors in International Business. First ever graduate of the University Honors Program. GPA: 4.0/4.0 major, 4.0/4.0 cumulative.

**MECHANICAL ENGINEERING**

University of Cape Town, South Africa. 1984 - 1986.  
Incomplete Curriculum (completed 3 years of a 5 year programme.)

**MATRICULATION**

Hilton College, Hilton, South Africa. 1983. Distinction in Physics and Chemistry.  
Top 100 in the National Science Olympiad. School and district diving champion.

**INTERESTS**

Travel (to >70 countries so far), restoring old cars, inventing (several patents pending), writing (50+ articles published), photography, brewing, development issues (SMEs and relevant technology), open-source design (founder of an open source cars group), aircraft/flying, environmentally-friendly design.

**KEY WORDS:** international, global, MBA, strategy, engineering, purchasing, procurement, financial management, budgeting, auditing, project management, development, NGO, bilateral, multilateral, trade, export, import, leadership, accountability, results, cross-functional, matrix, manager, director, SME, training, medical device, brewing, management consultant, NPD, branding, R&D, regulatory, QMS, quality, FDA, MDD, contract negotiation, contract writing, intellectual property, outsourcing, innovation, patent, process design, organisational change, joint venture, start-up, launch, due diligence, operations, entrepreneur, analytical, Europe, Africa, Asia, French, Swedish, humour, empathy, perceptive, curious, driven

## Selected References (More available on LinkedIn.com)

"He is a co-worker one can always rely on. He achieved outstanding results."

"It was mainly due to Derek's never losing motivation, and knowledge, that we kept the results high in regards to delivery performance, quality and regulatory compliance, customer satisfaction and commercial results"

"He is a networker with outstanding communication skills, establishing and keeping cross-functional global project teams together and focused. He has a sharp analytical approach"

**Uwe Wisse, VP Head of Global Purchasing, Gambro**

"Derek has a natural curiosity that drives him to dig deep to understand and use rational thoughts to come up with best business solutions. He is relentless in trying to improve business performance no matter if it is specifically in his field or in the overall company strategic field. Accountability comes with a capital A and he does consistently deliver results."

**Dirk Lijnzaad, President Disposables BU, Gambro**

"Derek is dedicated with a strong ability to deliver results. When given an assignment he will walk that extra mile to ensure that things get done."

**Ulrik Nilsson, VP Finance Gambro.**

"Derek, has strong project management skills who works well within a matrix organisation and can assume the responsibility of leadership when required. His ability to operate at the strategic level yet retain an 'attention to detail' is excellent as is his ability to communicate across the organisation."

**Gordon Sutherland, VP Global Marketing, Gambro**

"Derek is a driven and consummate professional. While results- and detail-oriented, he also has an ability to see the bigger context to which his efforts and actions contribute. Derek has also been a great colleague, always interesting and energizing to talk to - and good fun too!"

**Adam Schatz, VP Finance, Gambro**

"Derek is a very driven individual and is taking business development aspects forward proactively. In the scope of our cooperation he developed new options and alternatives quickly enabling the team to choose the best way forward on the basis of a sound feasibility investigation."

**Dr. Stephan Aldinger, VP R&D portfolio, Gambro**

"Derek is a font of knowledge and is able to approach problems from all angles given his breadth of interests. He is a creative dynamo in building contact networks and utilising those to achieve the results required by the business. Additionally he can build commercial opportunities around simple ideas that build as he explores them. His creative energy has very few limits!"

**Mike Dooley, Global Marketing, Gambro**

"I strongly recommend working with Derek. He is the most effective contract negotiator I have ever been associated with. He takes the time to understand projects from all perspectives."

**Tim Chole, Director of Marketing, Gambro**

"Derek carried out this work in an excellent way. He had a no-nonsense approach to financial management weaknesses, and offered out-of-the-box solutions to problems. Some of his suggestions for external control were later made into recommendations by the Swedish National Audit Office. Derek's final report to the Swedish Embassy was also one of the sharpest and most informative reports I have ever read in my profession as aid manager."

**Göran Schill, Development Project Manager, Sida**