

Profile

Hanno Dettlof, * 1962

Experienced procurement professional with a 17 years employment history in the FMCG Industry and more than 13 years as lecturer, consultant and managing director of dettlofconsulting.



Employment History

2018 – today

Lecturer, University of Applied Sciences, Kiel

2007 – today

Managing Director, „dettlofconsulting“

Lecturer, BME Academy

2004 – 2007

Kraft Foods, Director, European Buying Group (EMEA), Packaging

2003 – 2004

Kraft Foods, Director, European Buying Group (EMEA), Indirect Materials

2000 – 2003

Kraft Foods, Director, European Buying Group(EMEA) Ingredients & Sugar

1996 -1999

Kraft Jacobs Suchard, Manager Procurement (Germany), Agricultural Commodities

1990 -1995

Jacobs Suchard, Senior Buyer (Germany), Dairy Products

Employment Experiences

- Development of European buying organisation and strategies for commodity and packaging categories
- Leading and initiating cost saving initiatives in direct and indirect categories across the EMEA region
- Establishing strategic alliances for strategic buying categories
- Introducing category management across EMEA region
- Managing procurement interfaces with Marketing and R&D function
- Leading international procurement professionals and their teams
- Managing Budgets > 500 Mio USD
- Developing strategy training courses for the global procurement function

Training Experiences

- Develop open training concepts for BME Academy, with > 2000 participants since 2007
- Conduct In-House trainings across various sectors: Energy, Shipbuilding, Medical, Food, Pharma, Finance, FMCG with > 1000 Participants since 2007
- Lecture: Strategic Procurement (FH KIEL)
- Business Counselling Projects in strategic procurement environment with focus SRM Systems & Material Group Management

Education

- Practical education „Merchant for Import / Export“
- Agricultural economics studies at CAU, Kiel
- Degree: Dipl.-Ing. Agr.
- Various Leadership- Management courses

Language

- Englisch
- Deutsch