

Fiona Coyne

**Executive-level Strategic Sourcing Specialist,
focus on (Sustainable) Textiles**



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Place & date of birth	Morvern, Scotland, UK, August 24 th 1969
Nationality	British - German
Marital status	married

What makes me special?

Not just another textiles sourcing expert with 15 years' international executive/senior management experience, but a Mandarin-speaking one with unique intercultural skills and a passion for sustainability

- I come with in-depth knowledge of textiles sourcing and processing and unique experience in cradle to grave cotton production, from the tiny farms of West Africa to the mega-mills of Asia
- I excel strategically and financially, have a knack for identifying opportunities for improvement and pursuing them to fruition, am process-driven yet pragmatic, with excellent supplier management, negotiation, organisation and communication skills
- Last but not least, I am a cultural chameleon with outstanding linguistic abilities who has lived and worked in 6 countries across the globe – I really can be your bridge over troubled waters

Let me bring colour to your company, both literally and figuratively!

Professional Experience

05/2021 – Independent Textiles Sourcing Consultant

- Currently advising a large printing mill in Ghana, as well as a number of industrial users in the Netherlands and Germany

01/2016 – Vlisco Group, The Netherlands/Ivory Coast/Ghana
04/2021 Branch: Textiles/Fashion

Director Sourcing and CSR
Executive Team, reported to the CEO

- Overall responsibility for Sourcing & CSR (raw materials/outsourced production) for 3 production locations in Europe and West Africa; spend < €150m
- Secured and maintained proven portfolio of suppliers in Europe/Asia/West Africa; further consolidated supplier base to strengthen partnerships whilst retaining flexibility and managing risk
- Defined, communicated and implemented Group policy with regard to Corporate Social Investment, set up audit programme to ensure continuous compliance
- Intensive co-operation with planning, manufacturing, logistics and product development teams in 3 locations across 2 continents (global matrix structure)
- Defined, communicated and implemented Key Performance Indicators, so as to meet/exceed company goals for quality/cost/reliability/sustainability
- Implemented switch to Cotton made in Africa cotton to improve social and reduce environmental impact
- Played key role in development of a textile park in Nigeria, together with Chinese/Pakistani investors; phase 1 investment US\$240m
- Initiated major upgrading of the specifications of the main textiles categories, resulting in notable improvements in quality and significant reduction in waste
- Played significant role in savings programme following major restructuring, overall result €40m less spend; achieved significant financial advantage by switching to more advantageous terms of payment

02/2011 – Head of Global Sourcing (Vlisco Group)
12/2015 *Reported to Supply Chain Director*

- Designed, set up and subsequently managed the new Global Sourcing department
- Overall responsibility for Sourcing (raw materials/outsourced production) for 3 production locations in Europe and West Africa; spend < €150m

- Responsible for maintenance of existing and development of new suppliers in Asia, West Africa and the EU
- Successfully implemented Supplier Finance for all major suppliers
- Successfully outsourced production of specific product lines in Europe and Asia

04/2008 – Fiona Coyne Consulting, Mülheim an der Ruhr
01/2011 Branch: Consulting & Interim management

Interim Senior Buyer Raw Materials, Interim Purchase Manager, Vlisco Group

- Responsible for all raw materials purchases groupwide
- Responsible for maintenance of existing and development of new suppliers
- Played active role in strategic project to redesign the (global) Supply Chain Organisation following a take-over of the Vlisco Group in September 2010

02/2005 – Alba Consulting BV, The Netherlands
03/2008 Senior Consultant/Director

06/2003 – Modulex Benelux BV, The Netherlands
01/2005 Key Account Manager NL

10/2000 – Berenshot BV, The Netherlands
05/2003 Consultant (Business Management)

08/1998 – NIMBAS Graduate School of Management, The Netherlands
09/2000 Marketing, External Relations & Careers Manager

Education & Qualifications

09/1997 – NIMBAS Graduate School of Management, The Netherlands
06/1999 (Associate Institute of the University of Bradford)
MBA with specialisation in International Business

09/1992 – Leiden University, The Netherlands
06/1997 (included 1 year in China at Beijing Language and Culture University and 2 months in Korea at the Hanguk University of Foreign Studies, both scholarships)
MA in Chinese Language and Culture; Korean

04/1985 – The Lakes School, Windermere, UK
06/1987 4 A-levels (English, French, German, General Studies)

Language/IT Skills

English – native

German – fluent

Chinese (Mandarin) – very good

Dutch – fluent

French – very good

Korean – conversational

Proficient MS Office user (Word, PowerPoint, Excel); familiar with JDEdwards

Hobbies & interests

Riding; nature and conservation; foreign languages and cultures; cooking; gardening

Availability

Available for full-time work or on a freelance (interim/project) basis; flexible and willing to travel

Hünxe, 04.01.2022



Fiona S. Coyne