Richard Perez

Senior Procurement Category Manager

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Summary

Senior procurement category manager with 19 years of experience across procurement, consulting and company leadership. I currently lead Air Liquide's European Energy, General Supplies & Services category: 100M€ annual spend, 3,200+ suppliers and 20 local buyers. An engineer by training, I combine category strategy with hands-on data, automation and AI skills to cut costs, digitize processes and raise procurement performance in any category.

Professional Experience

Air Liquide - Europe Category Manager - Energy, General Supplies & Services **Dec 2020 – Present**

◇ Defined and deployed the European procurement strategy for 100M€ annual spend and 3,200+ suppliers across 200+ legal entities. Cross-functional management of 20 local buyers based across Europe.

Key results:

→ Deployed 5 European frame agreements worth 14M€ a year (furniture 5M€, office supplies 3M€, express mail 3M€, PPE 2M€, printing 1M€) and cut the supplier panel by 40% with a master vendor, marketplaces and SaaS tail-spend tools.

→ Managed the category's main contract: energy supply for France (16M€ a year).

→ Set up a European energy procurement governance in response to supply tensions (40M€ scope): market monitoring, cross-functional information sharing, joint decision-making and cascading to subsidiaries.

→ Delivered cost savings and avoidance above 5% a year across OPEX and CAPEX in tense markets.

→ Contributed to P2P digitization, increasing the order automation rate by 20% and contract coverage by 45%.

→ Designed internal tools: energy contract price simulator (France tenders), tracking portal for electricity connection and termination requests, AI chatbot, centralized project management.

→ Standardized practices across Europe; Power BI dashboards (procurement performance, CSR).

Afopi - Scientific & Technical Director **Feb 2011 – Dec 2020**

◇ Ran a dental implantology training organization: direct management of a 10-person team, 100+ dentists trained per year.

◇ Built and equipped a €4M technical facility (800 m², 2 operating rooms): multi-trade tenders, contracting, works supervision and acceptance.

◇ Direct procurement and maintenance: rebuilt the European supplier panel, frame agreements, consignment stock (-17% inventory value), fixed-price preventive maintenance.

◇ Digital tools (inventory tracking, quality tickets, marketplace); contributed to 4 clinical publications.

Cosinus Implants - Founder & Managing Director (alongside Afopi) **Oct 2011 – Jul 2019**

◇ Founded a dental implant import and distribution company; negotiated an exclusive distribution agreement with Brazil-based Neodent.

◇ Built operations from scratch: logistics, inventory management (48h delivery SLA) and B2B sales through a network of independent sales agents I built and led (120+ regular clients).

JAGGAER - Procurement and Organization Consultant **2007 – Jan 2011**

◇ Procurement consulting for large groups and public-sector buyers (Air Liquide, Arkema, DCNS, Total: audits, centralization, dashboards); deployed JAGGAER e-procurement tools.

◇ Airbus: global engineering-services cost reduction program (€1B), synergies across subsidiaries. FNAC: -18% on international store opening costs.

◇ Eurocopter and Astrium: works and technical services procurement, supplier panel rationalization, €120M works contracts to adapt a military site.

Skills & Languages

- **Procurement:** Category Management, Procurement Strategy, Negotiation, Tail-Spend Management, P2P Digitization, CSR in Procurement, IT/SaaS Sourcing, Cross-functional Leadership.
- **Tools & Data:** SAP, Coupa, Zycus, SAP BusinessObjects, JAGGAER, Power BI, Python, AI & Process Automation.
- **Languages:** French (Native), English (Fluent, TOEIC: 970), German (Limited Working Proficiency).

Education & Awards

Air Liquide Training: Advanced Negotiation, Procurement Contract Law, Finance, Cross-functional Management

Data Scientist Program (coursework) from *OpenClassrooms* **2021 – 2022**

Master of Engineering (M.Eng.), Civil Engineering from *ESTP Paris* **2005 – 2008**

Trophées des Achats - *Silver Medal*, Co-Construction category **2023**

Bilan Carbone accreditation from *ADEME* **2011**