

Annelies van der Staaij

Project- and Change-Oriented Leader | Procurement | Supply Chain | Operations



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Experienced project- and change-oriented leader with more than 15 years of experience in industrial and manufacturing environments. I bring structure to complex change and connect people, processes and disciplines to turn ambitions into concrete results.

My substantive background lies in procurement, supply chain and operations. I combine a pragmatic, results-driven approach with a strongly people-oriented style of leadership. I believe in trust, ownership and collaboration as the foundation for sustainable change.

I am keen to put my experience and change capability to work for organizations looking to build future-proof and sustainable results.

Core Competencies

Project & Transformation

Project and change management

Organizational development

Process optimization

Stakeholder management

ERP and system implementations

Procurement & Supply Chain

Strategic procurement

Supply chain optimization

TCO & Cost reduction

Supplier development

Contract management

Leadership

People-oriented leadership

Team development

Ownership

Connecting people and disciplines

Work Experience

Procurement Manager

Hitachi Construction Machinery Europe NV (HCME), Amsterdam | Apr 2023 - present

- Leading the transformation of the procurement organization, including the integration of operational purchasing from Supply Chain.

- Redesigning the organization with clearly defined operational, tactical and strategic roles and responsibilities.
- Developing Procurement into a more strategic, externally focused business partner.
- Leading the ERP transition from SAP ECC to SAP S/4 for the Procure-to-Pay processes.
- Delivering €6M in structural cost savings through supplier optimization and value creation.
- Leading a team of 14 professionals across strategic, tactical and operational procurement.
- Responsible for an annual purchasing volume of €100M+ within a complex international supply chain.

Corporate Program Manager

Hitachi Construction Machinery Europe NV (HCME), Amsterdam | Aug 2018 - Apr 2023

- Coordinating a large-scale organizational transformation impacting 400+ employees and generating €20M+ in annual savings.
- Leading an integrated factory transformation, redesigning production, logistics, warehousing, infrastructure and safety.
- Acting as the link between project streams and the Management Board, including progress reporting and decision-making support.
- Recognized, together with the project team, with a President's Award from the Japanese parent company for the successful factory transformation.
- Monitoring the progress and coherence of projects within two organization-wide programs.
- Connecting project teams and disciplines and creating clarity on dependencies, risks and collaboration.
- Challenging project leaders with critical, independent questions to sharpen goals, KPIs and progress.

Supply Chain Manager

Blok Mechanische Industrie (BMI), Velsen-Noord | Dec 2017 - Jul 2018

- Responsible for the daily coordination between production, purchasing, material availability and logistics.
- Leading a team within production preparation, purchasing and warehousing.
- Started to stabilize material flows and improve the purchasing structure.

Supply Chain Management Manager

Hitachi Construction Machinery Europe NV (HCME), Amsterdam | Mar 2015 - Nov 2017

- Leading Warehouse, Operational Procurement and Production Planning, with a total of around 70 employees.

- Leading the complete redesign of the warehouse, completed within three weeks during the summer shutdown.
- Initiating safety improvements, including better separation of pedestrian and forklift traffic.
- Improving warehouse processes and material flows in close collaboration with shop-floor employees.
- Introducing an inventory management tool to reduce material shortages, expedite costs and production disruptions.

Earlier Relevant Experience

Supply Chain Specialist

Prysmian Group NL, Delft | 2013 – 2015

ERP transition from BaaN to SAP and leadership of the implementation of a Manufacturing Execution System (MES).

Logistics Manager HV Cable Factory

Prysmian Group NL, Delft | 2011 – 2013

Responsible for planning, material management, warehousing and shipping.

Supply Chain Specialist

Kabelbedrijven Draka Nederland BV, Amsterdam | 2010 – 2011

Implementation of Kanban and standardized planning processes across Dutch manufacturing sites.

Forecast Demand Analyst

Diageo plc, Amsterdam | 2008 – 2010

Demand analysis and management reporting for the Latin American market.

Education

Master's in Business Administration – Supply Chain Management

RSM Erasmus University Rotterdam | 2005 – 2008

Industrial Engineering and Management

Amsterdam University of Applied Sciences | 2001 – 2005

Certificates and Training

Development Procurement Expertise

NEVI

PMO

WIN | 2023

Management training

2015 – 2017

TOP Talent Development Program

De Baak | 2011

PRINCE2 Foundation & Practitioner
2011

Languages

Dutch

Native language

English

fluent, spoken and written