

# CURRICULUM VITAE

## WOLFGANG MARINGER



### PERSONAL DATA

Birthdate 30/04/1964 Merzig / Germany  
Nationality German  
Civil Status Married / 2 children born in 1992 and 1994  
Residences 1964-91 Germany 1991-2003 France 2003-2011 Spain 2011-2014 South Africa  
Act. residence Ulica 6 Broj 86 – Bardovci – 1000 Skopje Republic of Macedonia  
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Degree Engineer of Material Sciences (1991)  
Licences Passenger cars (A) / motor bikes (B)

### MAIN PROFESSIONAL EXPERIENCES - OUTLINE

(See next page for details)

1991-1996 **Technical Customer Support Engineer** for Sollac, based at Florange / France  
1996-2003 **Supply Chain Management** at Sollac Lorraine / France  
(Customer Service+Scheduling / 2002-03 as manager for the department)  
2003-2007 **Supply Chain Manager** at Arcelor Planos Sagunto / Spain  
(Customer Service/Planning/Providing/Scheduling)  
2007-2009 **Production Manager Batch Annealing** at AMS ArcelorMittal Sagunto / Spain  
2009-2011 **Production Manager Temper Mill and Finishing Lines** at AMS Spain  
2011-2014 **Manager Supply Chain Excellence Team** AM South Africa Corp. Flat/Long  
2014-2015 **Chief Operational + Technological Officer** AM Skopje / Macedonia  
2015-current **Plant Director / CEO** ArcelorMittal Skopje / Macedonia

### SCHOOL & HIGHER EDUCATION

1974-83 High School Staatliches Gymnasium Dillingen Germany (Abitur 1983)  
1983-84 [Military service at Hermeskeil Germany]  
1984-91 Studies of Material Sciences at Saarland University Germany  
1988-90 Work contract for Diploma thesis at Institute for New Materials / Saarbrücken GER

#### Supplementary professional training:

Pioneer Training at ArcelorMittal University Luxembourg  
CMO Operational Management ESCP-EAP Paris  
Social Relations at École de Commerce de Lyon France  
Different management + technical trainings in France, Spain, S.-Africa, Macedonia  
Safety Auditor Dupont Nemour  
AM Compliance Training (Human Rights, Data protection, Bus.Conduct, Anti-trust)  
Software : Office / Access / BO / ...  
Complementary technical and SCM training

### LANGUAGES

German Mother tongue  
French / English / Spanish Advanced / negotiation level  
Macedonian Basic level

## FIRST PRACTICAL EXPERIENCES

1982-87	Internships and Work contracts (5x) Dillinger Hüttenwerke AG GER (steel)
1988	Work contract Max Planck Institut for Polymers Mainz GER
1988	Work contract automotive supplier Pebra GmbH P. Braun Sulzbach GER
1990	Work contract Fraunhofer Institut IzfP (non destructive trials) Saarbrücken GER
1990	Work contract robot programming Institut für Fertigungstechnik Saarbrücken

## PROFESSIONAL EXPERIENCES - DETAILS

1991-1996	Engineer for <b>TECHNICAL CUSTOMER RELATION SUPPORT (RTC/CTS)</b> at Sollac Florange in markets such as White Goods (75%), Steel Service Center, General Industry, automotive suppliers – activities in Germany, France and U.K. Function: technical coordination between all the Sollac plants and their clients, technical support for deep-drawing, bending, assembly by welding, clinching, gluing, surface treatment, enamelling, lacquering,..., claim treatment, strong involvement in promotion and development of new products and processes
1996-2003	<b>SUPPLY CHAIN MANAGEMENT</b> at Sollac Lorraine (up from 2000 Arcelor) (i) 1996 Logistics Engineer: development and implementation of a new order management system for automotive sector, different projects for cost reduction (ii) 1998 : Manager Customer Service, team of 21 customer service managers for Automotive, White Goods and Industry / Europe and Exports – in charge of the Supply Chain between order entry, production and shipment optimizing service, stocks and costs – management of several internal + external supply crisis (iii) 2001 : Responsible for Production Planning Department: Customer Service, Line Scheduling HRM and CRM – team of 56 persons
2003-2007	<b>MANAGER SUPPLY CHAIN</b> at Arcelor Planos Sagunto / Spain (2006 AMS) Similar function as in Florange including planning, providing of Hot Rolled Coils, projects (“On Time in Full 95%”, coil weights,...), customers mainly in automotive sector – team of 33/27 persons <u>Achievements:</u> > AM Sagunto as best plant in Arcelor: Best Service results with lowest stocks > New SCM system for resource arbitration + customer service + Raw Mat supply
2007-2011	<b>PRODUCTION MANAGER</b> at ArcelorMittal Sagunto (AMS) In charge of safety-results, quality, cost, productivity, material yields, reliability, investments; <u>Achievements:</u> > New batch annealing control system Samba > Operations: Cost control during crisis 2009, improved results in energy consumption BA, productivity, reliability and quality, ... 2007-2009 : Batch Annealing – direct Management 35-40 persons 2009-2011 : Temper mill and Finishing Lines – Management 80-100 persons Same period: pilot for European AM production experience exchange group Agora
2011-2014	<b>MANAGER SUPPLY CHAIN EXCELLENCE TEAM</b> at ArcelorMittal South Africa AMSA Corporate (Flat 2 plants / Long 3 plants) In charge of improvement actions in areas Supply Chain linked to Production, Technology, Sales&Marketing, Finance ...; operational assistance <u>Achievements:</u> > Service: “On-Time” action plan, Steel-shop scheduling model KLiP > Increased customer focus and awareness > Warehouse stock management process > Improved demand-planning process > Operational SCM: slab yield actions, despatch tracking, operational tools to achieve minimum dispersion, crisis handling, > New Non-prime forum (40mR gain after 6 months) > New services for Target Markets (Forge, Rod, Roofing,...); new products

2014-2015

**CHIEF OPERATIONAL + TECHNOLOGICAL OFFICER** AM Skopje Macedonia

In charge of safety, environment, quality, cost, productivity, material yields, reliability, planning and implementation of projects; responsible for 248 employees

Achievements:

- > Operations: Operational contribution to Ebitda record since more than 10 years (2mE) by improved Organic Coating gas consumption (-15%), 22% improvement in second choice, yield improvement from 91.6 to 93%, management gains (584kE); various records in Organic Coating and Hot Dip Galv: material yield, energy consumption, yearly production, quality, ...
- > Projects: successful implementation of projects (Automatic Gauge Control Tandem, 1mE / speed increase Org. Coating 250 kE, waste water treatment, ...)
- > Ext. Quality: external claims reduced by >50% from 6024 to 2626 ppm
- > Safety: achieved "Fatality Prevention Standard Level 3"
- > Customers: product development coordination involving all parties

2015-...

**PLANT DIRECTOR, EXECUTIVE MEMBER OF THE BOARD** AM Skopje Macedonia

In charge of the over-all results of the plant including health & safety, environment, financial results (Ebitda, FCF, Management Gains, ...), organisation, HR, Supply Chain Management, Customer Relations, CSR,...; responsible for~ 450 employees

The position includes external representation of the Company in all relations with the government, different Ministries, associations and the local communities; Additionally I am acting as Board member of the Foreign Investors Council (linked to the Chamber of Commerce Macedonia) and representing Arcelormittal in its membership in other business supporting organisations (Macedonia 2025, Amcham, ...)

Achievements:

- > Positive plant results 2015-2017 (Safety, Ebitda, quality, volumes, ...)
- > Improved KPIs for reliability, productivity, quality ... versus reference period
- > Implementation new organization after AM Transformation: Productivity gain vs 2012: +68%, + 38% vs 2014 / No local CFO,CPO,COO – expats from 3 to 1)
- > Launch of numerous new products and product guarantee (Organic Coating)
- > Implementation of Continuous Improvement Initiative
- > New initiatives Health & Safety & Environment
- > Excellence Award BD East: Customer Satisfaction, Growth + Margin Generation

## PERSONAL INTERESTS AND ACTIVITIES

	Family, Friends
Sports	Cycling, Swimming, Hiking, Dancing, Ski, ...
Culture	Photography, Cinema, History, Art, Travelling, Music, ...
Politics	Humanitarian activities, political and international life

## REFERENCES

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