



# Gaétan Bouscarra

## Head of Sourcing & Purchasing

I am currently working as Head of Sourcing & Purchasing for a french furniture company. Thanks to 2 years spent in Indonesia I developed my skills on a new language but moreover a deep understanding of furniture production set up. Previously I worked in Vietnam for a local furniture company selling premium European brand ( Minotti, Baxter, Ligne Roset,...) My technical skills learned thanks to my two years in architecture school are appreciated in this sector. I have an entrepreneurship spirit! I am creative, restorative, learner and a very positive person.

35 years old - Driving License  
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## Experiences

### Head of Sourcing & Purchasing

Tikamoon - Since June 2021 - LILLE - France

- Management: 45 people over 6 countries
- 45 suppliers / 56M USD Purchasing value
- Control & negotiate cost variation (volume, design to cost, cost break down,...)
- Develop Europe as a strategic sourcing area
- Increase the supplier capacity to support 40% growth in the purchasing value
- Explore new areas such as Brazil and Vietnam (risk reduction)
- Implement CSR strategy (Social Audit, increase the part of FSC, LCA,...)
- Define and implement the Purchasing Strategy over 8 Sourcing areas

### Asia Sourcing Manager

Tikamoon - September 2020 to June 2021 - Lille - France

- Management: 10 people over 3 countries
- 20M USD Purchasing value
- Creation of Indian & Vietnamese Offices (Legal, Admin, HR,...)

### Sourcing Manager

Tikamoon - November 2018 to August 2020 - Yogyakarta - France

- Management: 4 Buyers / 1 Data analyst / 1 Purchasing assistant
- 22 suppliers / 13M USD Purchasing value
- Sourcing, RFI, RFQ, Visit factories, Negotiation, Follow-up orders, Suppliers performances optimization

### Sales manager

Bellavita Furniture (AKA Furniture group), Hô Chi Minh, Vietnam - June 2018 to November 2018

- bellavitafurniture.com
- Brands : Arclinea / Arper / Baxter / Ceccotticollezioni / Dimensione Chi Wong Lo / Emeco / Glas Italia / Jan.Kath / Kohro / Lago / Lasvit / Listone Giordano / Minotti / Neutra / Planika / Slamp / Tom Dixon / Walter Knoll / Yamagawa

### Junior Buyer

Bouygues Télécom, France - January 2016 to December 2016



- 4 suppliers / 2,5M Eur
- Sourcing: Visit Suppliers, Fairs (IFA, Connect days,...)
- Negotiating contracts, Manage RFI, RFQ and auctions
- Follow go to market according to Phone selection

### Junior Furniture Buyer

Athezza-Hanjel, France - January 2015 to July 2015



- In charge of Chinese suppliers
- Negotiating & agreeing contracts & monitoring their progress
- Supply and inventory management, order's progress monitoring

### Business Development assistant manager

Instant Travel Co., Ltd, Bangkok, Thailand - June 2014 to August 2014



### Business Development Junior

Scharc Development AB Stockholm, Sweden - June 2013 to December 2013



- Developed real estate project and create international marketing strategy
- Business Development for new design furniture

## Education

### Advanced Master Degree International Purchasing Management

ESSEC Business School Singapour/Paris

September 2015 to December 2016

Majors: Purchasing in Asia / Supply Chain Management  
Study trip in Tokyo, Japan

### Master International Business

EDHEC Business School -BBA- , Lille, France

September 2011 to June 2015

Majors: Entrepreneurship/Corporate Finance  
Association: Les globules Espeme , President / BDA (Bureau Des Arts) , Animation Responsable

### ENSAT School of Architecture

September 2009 to June 2011

## Skills

### Languages

- French : C2
- English : C1
- Spanish : C1
- Indonesian : B2
- Vietnamese: A1



### IT

- Pack Office
- SketchUp
- AutoCAD
- PHP
- HTML5
- SAP

## Interests

### Sports

Running, Climbing, Boxing, Ski and Golf

### Music

Piano : Graduate 2ème cycle

### Travel

1 year trip in South America/Canada/Iceland - 2017