



Roger Weber

Affinitas AG
Biberenzelgli 18
3210 Kerzers

M: +41 79 202 42 09
G: +41 31 755 45 55
roger.weber@affinitas.ch

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affinitas
Interim- & Projektmanagement

Aligning the value chain
with customer needs is
the foundation for
sustainable success

Short description

Roger Weber looks back on over 25 years of management experience in an international environment. As a managing director for many years, he was highly successful in leading an international company within a group structure. His approach focussed on sustainable business development with an emphasis on sales, marketing and product range development.

As a process engineer with a postgraduate degree in production and logistics management, as well as an EMBA in international management, he is familiar with the challenges and interrelationships in an overall corporate context. As a division manager, Roger Weber realised complex projects throughout value chain aimed at inspiring customers with innovative products and efficient services.

Focal points

- Extensive management experience at C level in production and logistics, sales and marketing, business development and as managing director
- Management of complex projects and supervision of change processes throughout the organisation
- Establishment of a market-oriented sales organisation with structured key account management and a professional marketing philosophy
- Development of differentiation strategies in product processing with a value-oriented brand culture
- Development of new markets and customers in Europe with integration of subsidiary companies
- Implementation of strategy-based services with a focus on the digital customer experience
- Establishment of product management and business development for the implementation of all business development projects
- Introduction of portfolio and product lifecycle management
- Establishment of a process-oriented organisation and mindset with promotion of continuous improvement
- Increase in effectiveness and efficiency through lean production with flexible manufacturing cells, kanban logistics and the continuous flow method
- Introduction and maintenance of an environment, health and safety (EHS) system
- Massive reduction in CO2 emissions by means of energy-efficient building renovation
- Establishment of performance and finance-oriented KPIs and systems
- Enhancement of employer branding by through the modernisation of infrastructure to promote collaboration

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Professional career

- Member of the global leadership team in the division of a corporation
- Many years of experience as CEO in an international SME
- Head of Sales & Marketing in an international context and member of the Executive Board
- Sales and service responsibility for a product segment in building services engineering
- Head of Production, Logistics and Procurement in the corporate group, and member of the Executive Board
- Group Manager of Production Engineering for an international industrial company
- Group Manager of Materials Management and Production Planning for an international industrial company
- Specialist in work preparation, materials management and logistics for various product segments
- Project team member and sub-project manager for production technology and supply chain
- Partial responsibility and introduction of an ERP system with connection to other platforms
- Process owner with a focus on lean management
- Maintenance technician

References

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| • International sales and CEO | Grundfos |
| • Managing Director/CEO | Biral Gruppe |
| • Production, logistics and procurement | Biral AG |
| • Manufacturing engineering | Kaba |
| • Materials management and production planning | Gilgen AG |