



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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Providing leadership by creating clarity, taking responsibility and aligning organizations with sustainable customer value and business 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

- Interim leadership roles at executive and departmental level
- Strategic realignment, restructuring and sale of a company, including integration of the new executive management under interim responsibility
- Interim management support in production operations
- Management of ERP projects including change management, requirements specification, digitalization and implementation in close collaboration with business units
- Project leadership in business and strategy development, as well as support of organizational transformation processes
- Extensive C-level management experience in production & logistics, sales & marketing, business development, and as managing director
- Development of differentiation strategies in product processing based on a value-driven brand culture
- Expansion into new markets and customer segments across Europe, including integration of subsidiaries
- Implementation of strategy-based services with a focus on digital customer experience
- Establishment of product management and business development to drive business development initiatives, including the introduction of portfolio and product lifecycle management
- Promotion of a process-oriented organization and mindset with a focus on continuous improvement
- Enhancement of effectiveness and efficiency through lean production using flexible manufacturing cells, Kanban logistics, and the one-piece-flow method
- Development of performance- and finance-oriented KPI systems

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Professional career

- Managing Director, Interim Manager, Project Leader and Business Developer
- 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

References

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|---|-----------------------------|
| • International sales and CEO | Grundfos |
| • Managing Director/CEO | Biral Gruppe |
| • Production, logistics and procurement | Biral AG |
| • Manufacturing engineering, Materials management and production planning | Kaba Gilgen AG |
| • Interim Managing Director | Strasserthun AG |
| • Project leader | BOBST, Sitem Insel, Bichsel |
| • Strategy and Business Developer | Various SMEs |