

Fabien Guizelin
Head of Manufacturing
+47 4090 2190 | fguizelin@fasyl.com

Re: application as Head of Contract Manufacturing (# 41399)

Dear Nespresso recruiting team,

I'd like to bring my profile to your attention as your next Head of Contract Manufacturing (# 41399).

Dynamic and innovative, my career was enriched by assignments in 3 continents and the opportunity to lead diverse, multi-disciplinary, multi-site teams. Through my 18 years, I progressed over both the managerial and technical ladders, garnering team and P&L responsibilities while contributing technically. Strong of experience in manufacturing, engineering, supply-chain and operations management, I currently head the manufacturing of electromechanics equipment, both internally and at co-manufacturers. I lead a team of 100 employees from 8 ethnicities, with a close to 50% gender balance, and manage all operational aspects (Production, Finance, HR, HSE, Customer Service, Supply Chain, Technical) to ensure delivery on cost, on time and on quality.

I am well-versed in defining industrial strategy, converting it into Hoshin plan and deriving KPI to guide the team through its execution. My operations experience allows me to identify core , long-term goals to secure cost, delivery and quality; while my technical acumen allows me to confidently dive into process improvement reviews with Tier-1 and strategic Tier-2 co-manufacturers.

Lean-certified, I have an extensive track record in industrialization, process improvement and cost optimization for both internal and external manufacturing. I led several Make-Buy analyses to identify the best production scheme based not only on cost but also leveraging scale, flexibility and footprint base. I championed Lean SPC initiatives related to SMT electronics production, root-cause-analysis linked to plastic injection molding and introduction of semi-automated production line at CM. Processes which I believe relevant to Nespresso's products.

I garnered a broad experience in product lifecycle from engineering (development of new products: mechanics, electronics, software) to industrialization & validation (Design-For-Manufacturing, functional test definition, environmental qualification) and manufacturing continuous improvement (80% productivity gain on sensor assembly from Lean / Six Sigma).

Furthermore, I also led major industrial projects such as greenfield/brownfield factory setup and migration of core ERP and PLM business systems.

My profile combining both internal manufacturing and contract manufacturing experience will empower me with credibility and know-how when dealing with Nespresso's partners. My drive to identify win-win and nurture long-term sustainable relationship will further foster these strategic collaborations.

I am convinced I would make significant contribution to Nespresso and look forward to the opportunity to discuss further my profile and your opening.

Yours sincerely,
Fabien Guizelin