



VINCENT BOZONNET

PROCUREMENT & OPERATIONS MANAGER

SOURCING • SUPPLIERS • OPERATIONAL PERFORMANCE

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LANGUAGES

- French: native
- English: fluent (C1)

A manager with 15 years of experience in multi-entity and multi-country environments, I have led IT, SaaS and indirect procurement in transformation and merger contexts. Results-oriented, I structure procurement processes, negotiate with strategic suppliers and cut costs while preserving service quality and the partner relationship.

KEY PROCUREMENT & PERFORMANCE

€5M PROCUREMENT BUDGET MANAGED IT, Press, Customer Relations, SaaS & indirect	5+ STRATEGIC RFPS AI, API, Paper, Printing, business tools, car fleet	-40% COST REDUCTION via rationalisation & supplier renegotiation	10 → 4 TOOL RATIONALISATION and suppliers	MULTI-COUNTRY SCOPE multi-entity, multi-BU, 6 European countries
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PROFESSIONAL EXPERIENCE

2025 – Present <i>Aix-Marseille</i>	INDEPENDENT – ADVISORY & BUSINESS ACQUISITION Supporting entrepreneurs on optimising their processes and business model. Assessment of business-acquisition deals. Business creation/acquisition training (CCI Aix-Marseille, PCE).	10 entrepreneurs 4 acquisition deals
2022 – 2024 Axel Springer <i>Europe (3 countries)</i>	AVIV GROUP – HEAD OF PRODUCT PLATFORM & SUCCESS Strategic negotiation, partnership contracts with SaaS/API publishers and integrators. European multi-BU environment (France, Belgium, Germany) with the rollout of a new procurement process. Managed 6 people.	€600M revenue supported 100K B2B customers 3 countries -40% P&T costs
2020 – 2022 Axel Springer <i>France (3 companies)</i>	SELOGER GROUP – HEAD OF PRODUCT TRANSFORMATION Rationalisation of the IT and business-tools procurement portfolio: contract negotiation with publishers, supplier reduction, B2B extranet simplification. AWS cost optimisation after lift & shift. New commercial offerings.	€350M revenue supported 10 → 4 suppliers 5 shared offerings -40% costs
2013 – 2019 Ouest-France <i>Europe (6 countries)</i>	LOGIC-IMMO – DIRECTOR OF OPERATIONS Supplier management, tenders and operating budgets in contexts of subsidiaries in receivership, successive mergers and separations. Acquisition process via the Competition Authority. Team of 45, site takeover.	€105M revenue supported tool costs ÷ 3 x3 customers 90 Business Units

KEY SKILLS

STRATEGIC PROCUREMENT & SOURCING Sourcing, categories, make-or-buy	TENDERS & CONTRACTS Specifications, drafting, contracting	SUPPLIER MANAGEMENT Evaluation, SLA, partner relationship	COST REDUCTION & PERFORMANCE Cost optimisation, procurement reporting	ERP / SAAS & PROCUREMENT IT SAP, Salesforce, B2B business tools	GOVERNANCE & STEERING KPI, dashboards, data-driven	LEADERSHIP & MANAGEMENT Team management, cross-functional influence
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INTERESTS

MOUNTAINS
Skiing, mountaineering

CYCLING

LITERATURE & HISTORY

TRAVEL

DIY
Energy & solar

STRATEGY

EDUCATION & CERTIFICATIONS

- Master's in Economics – University of Aix-Marseille
- Top Management & D.I.S.C. – Krauthammer (Lepaya)
- AMF Certification – Lefebvre Dalloz
- Product Strategy & OKR – Benext
- Data Management – Pramana
- Lean Six Sigma Yellow Belt