

# AGRO VALUE

Value Creator  
for the Food Industry

**Strategy**

**Innovation**

**Operational Efficiency**

**Strategic Projects Management**

# **Dedicated to Executives in the Food Industry**

## **AGRO VALUE**

### **focuses on 4 areas of expertise**

#### **Strategy**

- Support Management Boards throughout the selection of pertinent strategies
- Training and implementation coaching with situational strategic analysis tools

#### **Innovation**

- Development of new products and processes to generate additional margin
- Optimization of the innovation process to increase delivery rate vs resources engaged

#### **Operational Efficiency**

- Maximize leverage to generate cost savings
- Optimize the Total Cost of Ownership

#### **Strategic Projects Management**

- Vertical integration
- International development (Sourcing & Export)
- Companies acquisitions



## Philippe de Jongh

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## Biography

Philippe has over 30 years' experience in Food, FMCG and associated industries. He has developed a rare knowledge of Supply Chains throughout a wide range of product categories. He has held global leadership positions in a multinational company across many geographies (Europe, Africa, North America) and led a €400m Joint Venture for more than 4 years.

**Philippe combines a unique ability to develop robust strategies with clear vision and hands-on implementation.**

He has been instrumental in preparing a €20bn procurement organization "going global" and transforming a dairy company to become a strong national challenger due to his capacity to communicate passion amongst teams and developing them to accomplish ambitious objectives.

**As an entrepreneur, Philippe believes in the power of innovation to create value.**

Building strong alliances with key suppliers allowed him to transfer several key innovations to help create new products in the market place. Associating product and process innovations he has substituted low performing commodities into specialties generating higher margins (+30%) for close to a third of the total company turnover.

**Value creation goes also through maximizing operational efficiency**

Philippe has successfully led purchasing organizations develop large scale cost cutting projects generating millions of euros savings. He also brings the ability to create organizational transformation in order to create lean but efficient structures. He has successfully integrated the procurement portfolio of 25 different European companies into one executive group with a small group of strong professionals. As CEO, he has led a deep reorganization, creating a lean and agile structure supporting growth whilst limiting additional staffing.

## Education

A French national, Philippe holds Master's degrees in Food Chemistry and Chemical Engineering from the Compiègne University of Technology and is a Certified Non-Executive Director from the ESG Executive and ADAE. He has also followed several Advanced Management Programs from top notch business schools and led a one year project on Risk Management in collaboration with INSEAD.

# Contact

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