

Stefan Krojer

Healthcare Procurement Leader

Berlin, Germany

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www.hospitalprocurement.info



October 1, 2019 – present

Consultant, self-employed

- Deep knowledge about german healthcare industry and Group Purchasing Organization
- Largest network of procurement leaders in Germany and Switzerland
- Founder of the Community and Innovation Lab “Future Hospital Procurement”

May 1, 2018 – September 31, 2019

Johanniter Competence Center, Berlin

Head of Strategic Procurement

- Managing 130 Mio. € Spend
- Leading a team of five strategic buyers
- Responsible for 12 hospitals and 100 nursing homes
- Digitizing processes “source to contract” and “purchase to pay”
- Driving cooperation and collaboration with Group Purchasing Organization “clinicpartner”, medtech and startups

May 1, 2012 – April 30, 2018

St. Marien-Krankenhaus, Berlin

Head of Supply Chain Management

- General and Emergency Hospital with 7 speciality departments and 4 centers
- Leading a team of 4 employees
- Responsible for procurement of investment products, consumer and durable goods as well as services for the hospital and three retirement homes and the outpatient care at the location Berlin/Brandenburg
- Responsible for warehousing and internal logistics
- Management of the central services business and procurement for the Marien-Group working with the head of business and procurement in Cochem (the Marien-Group includes 2 hospitals, 1 MVZ, 5 retirement homes, one outpatient care)
- Portfolio management within the Marien-Group
- Development and implementation of procurement strategies in close coordination with the consumer
- Development of annual investment plans
- Development and execution of strategic supplier partnerships through continuous supplier evaluation and development
- Development and execution of supply assistance concept
- Material costs controlling / controlling (SAP MM, GfK-Hospital and Aequitixx)

July 1, 2011 – April 30, 2012

Hospital LogiServe GmbH, Berlin

Project Manager and interim Team Leader for Procurement

- Leading a team of 3 employees
- Acquisition, integration and support of new hospitals
- Strategic and operations procurement
- Preparation, negotiation and controlling of master contracts and single contracts
- Supplier evaluation and development
- Controlling and reporting
- Optimization of procurement and logistics processes of clients

Jan 01, 2008 – June 30, 2011

P.E.G. Einkaufs- und Betriebsgenossenschaft eG, München

Area Leader

- Support of 140 members
- Consulting and implementation support for members to identify and realize cost savings for von goods and commodities
- Consulting in procurement, standardization, RFPs, Logistics and process optimization
- Moderation of regional standardization corporations
- Support of IT-Projects (eProcurement / Procurement software)

April 1, 2007 – December 31, 2007

Amedick & Sommer GmbH, Stuttgart

Consultant for strategic healthcare marketing

October 1, 2005 – March 31, 2007

Rhön-Klinikum-AG, Bad Neustadt

Leadership Trainee Program (Purchasing, Accounting, HR)

October 1, 2000 – September 30, 2005

P.E.G. Einkaufs- und Betriebsgenossenschaft eG, München

Assistant to the Board

Education

October 1, 2009 – September 30, 2011
IMB, Institute of Management Berlin
Degree: MBA Health Care Management

October 1, 1997 – September 30, 2000
BA Stuttgart (today: Dual University Baden-Württemberg)
Degree: Dipl. Betriebswirt (BA)

Other

Languages
German, English, Latin

Qualifications

EFQM-Assessor, Vocational education and training qualifications (AdA)

Interests

Cycling and Running, Soccer, Member of femak e.V.