

## Curriculum vitae

| Sascha Zeisberg                            |                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|--------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Phone                                      | +491629240032                                                                                                                                                                                                                                                                                                                                                                                                                     |
| E-Mail                                     | <a href="mailto:zeisberg@neg-s.de">zeisberg@neg-s.de</a>                                                                                                                                                                                                                                                                                                                                                                          |
| Marital status                             | Married                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Date of birth                              | October 1974                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Website                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Professional Experience (the latest first) |                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| From                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 01/2008 - today                            | <b>Owner, Zeisberg Verhandlungsconsulting (Since 07/2024 Fulltime)</b><br>Negotiation training, coaching and consulting, Purchasing consulting                                                                                                                                                                                                                                                                                    |
| 01/2019 – 06/2024                          | <b>Associate Director GSA Negotiation Office</b><br>Ernst & Young Wirtschaftsprüfungs GmbH, Eschborn<br><br>Negotiation consulting, -coaching, and -training, mandated negotiations.<br><br>Significant impact in various negotiations, more than 200 trainings conducted, established a negotiation curriculum                                                                                                                   |
| 01/2015 – 12/2018                          | <b>Manager Strategic Planning and Development</b><br>Opel Automobile GmbH, Rüsselsheim<br><br>Implementation of a Business Intelligence competence center, Initiatives to increase purchasing and negotiation efficiency and effectivity.<br><br>Leading role for procurement in the acquisition of Opel by PSA.<br>Complete Procurement Processes review, optimization, streamlining and merging with PSA procurement processes. |
| 01/2013 – 05/2015                          | <b>Docent: Supply Chain Management &amp; Social Interaction</b><br>University of Applied Sciences, Mainz (GER)                                                                                                                                                                                                                                                                                                                    |
| 01/2010 – 01/2015                          | <b>Manager, GME Process, Organisation, Training &amp; Compliance</b><br>General Motors Europe, Ruesselsheim (GER)<br><br>Manage purchasing processes and compliance globally. Monitoring & tracking of organizational performance.<br><br>Formation of a unified department of formerly four isolated disciplines, leadership role growth to 30 persons.                                                                          |
| 07/2008 – 01/2010                          | GME Process, Organisation and Training Lead<br>General Motors Europe, Ruesselsheim (GER)<br><br>Manage training and development to drive purchasing skillset.                                                                                                                                                                                                                                                                     |

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|-------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                   | Implementation of a negotiation curriculum, Organization of "negotiation summit" and "Global education Day" events.                                                                                                                                                                                                                                   |
| 11/2006 - 07/2008 | <b>Assistant to Vice President Purchasing</b><br>General Motors Europe, Ruesselsheim (GER)<br><br>24/7 support of VP Purchasing, preparation of strategic planning decisions, supervisory board meetings and speeches.<br><br>Organization of Supplier Business Meetings, Self-organized Workplace of Choice interviews in all European GM locations. |
| 10/2005 - 10/2006 | <b>Strategic Business Planning Analyst</b><br>General Motors Europe, Ruesselsheim (GER)<br><br>Strategic Business Planner and Assistant to Purchasing Director. Data analysis, budget planning. Management Reports.                                                                                                                                   |
| 04/2000 - 9/2005  | <b>Commodity Buyer / European Creativity Team Leader</b><br>GM-Fiat Worldwide Purchasing GmbH, Ruesselsheim (GER)<br><br>Strategic Purchasing of engine mounts (200 M € annual turnover). Supply base management, team budget planning.                                                                                                               |
| 02/1996 - 03/2000 | Buyer<br>boeder Holding AG, Eschborn (GER)<br><br>Buyer / Disponent for computer products – focus on purchasing activities with Chinese & Taiwanese suppliers.                                                                                                                                                                                        |

#### Education and trainings (last training first)

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|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2022             | <b>Blended learning trainer education</b><br>Blended Learning Academy, Hamburg                                                                                                                                                        |
| 6/2006 - 03/2013 | <b>PhD studies (parallel to regular job)</b><br>University of Economics, Wroclaw (Poland)<br>Dissertation: Developing negotiation skills in supply chain management in a multicultural environment                                    |
| 9/1996- 2/2001   | <b>Business Administration Diploma (FH) (parallel to regular job)</b><br>University of Applied Sciences, Mainz (GER)<br>Thesis: Business Negotiations: social influences, methodology and process – intercultural theory and practice |
| 8/1994 - 2/1996  | Apprenticeship, industry business administration<br>boeder Deutschland GmbH (GER)<br>Graduation by Chamber of Industry & Commerce (IHK), Frankfurt                                                                                    |
| 1985-1994        | High School (Gymnasium)<br>Graf-Stauffenberg-Schule, Flörsheim/Main (GER)                                                                                                                                                             |

| Publications (last first) |                                                                                        |
|---------------------------|----------------------------------------------------------------------------------------|
| 2025                      | Verhandeln! (Pocket Guide) – Essentials                                                |
| 2012                      | Negotiation Efficiency and Effectivity in Supply Chain Management Negotiations (essay) |
| 2001                      | Weltweit professionell verhandeln                                                      |