

Martens, Ralph (Germany)

(Original: English)

Statement of qualifications

Work experience

2009: European Molecular Biology Laboratory, Heidelberg, Germany

The European Molecular Biology Laboratory is one of the highest ranked scientific research organisations in the world and Europe's flagship laboratory for life sciences. It was established as an intergovernmental organisation in order to promote molecular biology across Europe, and to provide an attractive alternative to the United States as a workplace for Europe's leading young molecular biologists. With presently 20 member states and a budget of €180 million in 2012 the laboratory employs around 1,700 people.

Administrative Director

- Directing and managing Finance, Budget, Grants Services, HR, IT, Procurement, Logistics, Legal, Security, Facility Management, Staff Services and Administration.
- Development and implementation of the first strategic plan and risk management of the Laboratory.
- Review of the staff rules and regulations.
- Reengineering of several different work processes.
- Implementation of SAP reporting suite with Business Objects and Business Warehouse.
- Negotiation of several agreements with host countries and other governmental authorities.
- Responsible for all staff association related matters.
- Chairman of the Board, EMBL Endowment Foundation.

2004 – 2009: International Criminal Court, Den Haag, Netherlands

The International Criminal Court was established by the Rome Statute, which entered into force in 2002, to pursue the perpetrators of the most serious crimes of international concern, namely genocide, crimes against humanity and war crimes.

Director Common Administrative Services

- Directing and managing IT, Finance, Budget, Controlling, HR, Procurement, General Services, Field Operations and Administration.
- Drafting, negotiating and implementation of the Court's annual budget.
- Development of the first strategic plan of the Court.
- Implementation of the operational infrastructure in DRC, Uganda, Chad and Central African Republic.
- Responsible for working relationships with 108 States Parties, host State and Committee on Budget and Finance on several topics.
- Reorganisation of all administrative departments.
- Development of different human resources strategies.
- Implementation of SAP/R3, FI, Procurement, HR and Business Warehouse.

1997 - 2004: Informa Group plc, London, England

Global provider of business to business information generating turnover in excess of £320 million in more than 180 countries with 3,500 conferences and 1,500 publications.

2000 - 2004: Informa Operations Group, London, England

Managing Director and Director of the Board

- Line responsibility for and post merger consolidation of IT, Finance, Customer Services, Marketing, Direct Mailing, Distribution, Logistics and other back-office related functions with 22 facilities in and around London, servicing turnover of £200 million, with a total cost budget of £25 million.
- Merged legal entities migrated accounts and consolidated all departments into one company.
- Merged IT departments, consolidated two major wide area networks into one mesh network. Implemented first SAP IS-Media application in the UK for 800 users in less than 8 months.
- Tendered all distribution contracts for more than 100,000 publishing subscriptions and 20 million mailing pieces worldwide.
- Acted as consultant from 2002 to 2004, continuing to support the Informa Group.
- Also consulted family owned companies and smaller businesses in several different industries and performed due diligence process with the objective to acquire a company in the media industry.

1997 - 2000: Euroforum Deutschland GmbH, Düsseldorf, Germany

German subsidiary of Informa Group plc, producing 1,000 conferences with turnover in excess of DM100 million and 240 staff.

Managing Director

- Line responsibility for Finance, Controlling, IT, Personnel, Purchasing, Customer Services, Marketing Services, Direct Mailing, Desktop Publishing, Printing, Conference-Technology, Sponsoring, Managed Events and the Austrian subsidiary.
- Implementation of advanced MIS including a comprehensive break-even control structure
- Reorganised the entire area of responsibility.
- Restructuring of all commercial divisions.
- Outsourcing of all business non-critical functions.
- Implementation of joint venture with leading Swiss financial newspaper.

1985 - 1997: Döhler GmbH, Darmstadt, Germany

Privately held, DM800 million manufacturer supplying natural food and beverage ingredients including process engineering to industrial and food-service markets, with 20 subsidiaries in 3 continents and agents worldwide.

1991 - 1997: Döhler America, Inc., Princeton, New Jersey

President and Director

- Line responsibility for Import, Development, Production, Marketing and Sales of food ingredients for the American food industry and food service market.
- Area responsibility for North and South America.

- Turned around and repositioned two subsidiaries.

1989 - 1991: Döhler Vertriebs GmbH, Darmstadt, Germany

Chief Financial Officer

- Participated as key member of a management team in all negotiations for dissolution of a global DM100 million joint-venture with operations in USA, Germany, Netherlands, Belgium, Spain, France and Portugal
- Subsequently assumed responsibility for Finance, Controlling, IT, Purchasing, Inventory Control, Product Management and Key Accounts for German subsidiary with revenues in excess of DM50 million.

1989 - 1991: Döhler GmbH, Darmstadt, Germany

Deputy Division Manager

- Line responsibility for Finance, Controlling, IT, Product Management and all subsidiaries worldwide for the Division Food.
- Developed and managed global strategic marketing plan, consolidating activities of subsidiaries.
- Designed and implemented international planning and controlling system.

1987 - 1989: Head of Corporate Controlling

1985 - 1987: Assistant to the Board of Directors

Education

Diplom-Kaufmann (MBA), Justus-Liebig-University Giessen, Germany, 1985

Major: Organisation/Management, Business/Production Planning, Marketing

Languages

Native German

Fluent English

Basic French and Spanish
