

Pia Kleiber

Partner

Pia has more than a decade's experience working in procurement roles, with responsibility for the development and implementation of procurement projects and strategy, in addition to the training and development of procurement teams. Pia specialises in commercial negotiations and has led various high-stakes negotiation projects, workshops and training sessions in her previous role as a director in a negotiation consultancy.

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About Pia

Pia previously held the position of Director and Head of Procurement at Lufthansa. In this role, she was responsible for developing the Procurement Academy, assessing future skills and roles, and implementing innovative learning tools. Additionally, she led the creation of the communication strategy for Lufthansa Group Procurement and oversaw the recruitment and HR strategy.

Pia also held the role of Director in the Negotiation Advisory Group. Pia designed, developed, and delivered negotiation training sessions. She also contributed to several high-stakes international negotiation and procurement projects across various industries, including automotive, pharmaceuticals, and retail.

Pia brings extensive leadership experience and deep insight into procurement strategies and processes across a wide range of industries. Her comprehensive knowledge and expertise enable her to build and lead strong procurement teams. She has developed and implemented programmes aimed at cultivating the critical skills those teams need to succeed.

As an expert negotiator, Pia has extensive experience leading complex negotiation projects and creating learning and mentoring programmes designed to enhance negotiation skills within teams.

Pia delivers work in German, English and French.

Experience

- ◆ Founder and CEO of Verhandlungssache, a negotiation consulting firm
- ◆ Director and Head of Procurement | Capabilities and Communication at Lufthansa Group
- ◆ Director of Negotiations and Academy at Negotiation Advisory Group
- ◆ Head of Procurement and Quality at Emma – The Sleep Company
- ◆ Leading Project Purchaser, Hybrid and eDrive Components at Mercedes-AMG
- ◆ Strategic Purchaser Wheels & Tires at Mercedes-AMG
- ◆ Procurement Team Lead at ALDI Süd

Education and qualifications

- ◆ DHBW Stuttgart
- ◆ The Open University London
- ◆ Business Administration – Trade Management
- ◆ Trainer Aptitude Examination (IHK)
- ◆ Theater-Akademie-Stuttgart
- ◆ Acting and Speech