

NIKOLAUS JAMES GOSSELK

Mayfield
13 Kings Road
Emsworth
Hampshire, PO10 7HN

Mobile: +44 (0) 7425 546812

E-mail: nikolausgosselk@gmail.com

NPD Manager

Food & Drink Industry, Plant Based & Dairy Beverages, Bakery & Pastry & Ice Cream

A drive to succeed, the experience to set the vision with the capacity to unite people towards a common goal underscore more than a decade in senior management roles—the last several steering multiple start-ups in a senior Management roll in KSA, China, U.A.E., Sweden, Spain, Germany, England.

Financially aware with a big-picture focus, performances have been underpinned by detailed and meticulous strategies that assure optimum results—while “customer first” commitment has driven business transformations and served as the catalyst for exploiting new opportunities for the local market. Experienced in multi-cultural work environments, product training and revitalising operations with passion for food and drink.

VALUE OFFERED

- | | | |
|-----------------------------------|--|---|
| ▪ NPD Manager | ▪ Plant Based Drinks | ▪ HACCP Level 4 Food Safety |
| ▪ Project Manager | ▪ Ice Cream | ▪ Lab validation: |
| ▪ Production Process optimization | ▪ Bakery & Pastry | ▪ Anton Paar Rheometer |
| ▪ Cross functional Team Lead | ▪ Chilled & Frozen Food | ▪ ETI pH Meter |
| ▪ Efficiency Production | ▪ Specification, Recipe | ▪ Stable Micro System – Kieffer Method, Pressure Puncture |
| ▪ Training for PRINCE2 | ▪ Health & Safety IOSH 2016 | ▪ DS3 |
| ▪ R & D with NPD Projects | ▪ LEAN (OEE) Management | |
| ▪ Artwork approval | ▪ Quality Assurance, HACCP, ISO, BRC, IFS Standard | |

BENCHMARKS | MILESTONES

- **Project Process Development for Mochi Ice Cream with new production build**
- **Process Development** Project for ‘Ready Meals’
- **NPD Project & Process Manager** for plant-based & dairy beverages, organic, herbal for major retailers and Food Service
- **Interim Project Manager “Special Plant Based Food” & Meat Forming, Tray Meals:**

CAREER SUMMARY

Little Moons, London / Kettering 10 – 10/2023

Contract **Project Process Development**

Ferndale Foods, Erith London

06 - 10/2022

Contract **Process Development**

Framptons, Somerset England

08/2019 - 06/2022

Contract **NPD Project & Process Manager**

Nomad Foods, Reken Germany

08/2016 – 04/2019

Interim **R & D Project Manager “Special Foods Plant Based ”, Meat & Plant Based Forming**

Kinnerton Confectionery, Fakenham, Norfolk
Interim **NPD Manager**

02 – 08/2016

IFFCO Ingredients, Al Quoz Dubai, U.A.E.
Permanent **Business Account Manager**

10/2014 – 01/2016

Supply Excellence, Jeddah K.S.A.
Consultant **Marketing & Sales Manager**

12/2013 – 07/2014

La Rose Noire, Dongguan China
Contract **Operations Manager**

11/2012 - 10/2013

Manuel Market, Jeddah K.S.A.
Contract **Production Manager**

09/2010 - 10/2012

LE Pritchitts Food, Bromley, UK
Permanent **Business Development Manager**

09/2007–08/2011

Martin Braun KG, Hannover, Germany
Permanent **Business Account Manager – Export**

12/1997–08/2007

EDUCATION

Handwerkskammer Hamburg, Germany 1994 - 1996
Business Management with a “Culinary Master Baker & Pastry Chef” Degree (A level).

Bakery, Pastry, Chocolate Artwork, Food Processing, Dairy Ice Cream, Dairy and Ingredients
Functionality.

Business Management; Marketing & Sales; Economics; Product Training; Brigade Supervisor Training;
ISO 9001; Environment; HACCP Level 4; BRC V8; High Risk; Quality Control System; Raw Material
Science; European Food Law Standard; Technical and Practical Artisan Bakery - Pastry - Chocolate
Artwork; Health and Safety IOSH 2016

EMPLOYMENT NARRATIVE

Little Moons, London / Kettering

10 – 10/2023

Company: Little Moons is specialised in frozen Mochi Ice Cream, Cheese Cake, selling world wide.

www.littlemoons.com

*Position: **Project Process Development***

Report to: Project Engineer

Reports: non

New production site build in Kettering, Northampton by Little Moons.

Achievements:

- ✓ Process assessment for rice dough, introduce control measurement
- ✓ Process of Ice Cream production, introduce control measurement
- ✓ SMS Texture Analyser for rice dough validation

■ ■ ■

Nikolaus James Gosselk / Confidential

- ✓ SMS Texture Analyser for compression puncture and shear validation for Mochi Ice Cream
- ✓ QAS for finished product per SKU
- ✓ QC validation with temperature control throughout the process
- ✓ Validation and preparation for equipment and process flow for new build site

Ferndale Foods, Erith London

06 – 10/2022

Company: Ferndale Foods is specialised for ready meals - refrigerated – prepared foods for the top UK grocery retailers across 3 manufacturing sites in England and Wales. www.oscarmayer.com

*Position: **Process Development Projects***

Report to: Process Manager

Reports: none

Achievements:

- ✓ Ready meals – refrigerated for major UK retailers
- ✓ Conduct trials, pre-pro customer visits
- ✓ QAS, Assembly standards, cook-sheet and document amendments
- ✓ QC validation with temperature control throughout the process

Framptons, Somerset, England

08/2019 – 05/2022

Company: Framptons - a co-packer for ESL, Ambient process for plant-based beverages, dairy thick-shakes, barista base, herbal, juices with upstream and downstream homogenising and pasteurisation. www.framptonss.com

*Position: **NPD Project & Process Manager***

Report to: Commercial Manager

Reports: 4 Development Technologist

Achievements:

- ✓ Organic Yoghurt, dairy-shakes, organic plant-based drinks for major UK retailers
- ✓ Food Service Bag in Box, ESL 1L, UHT long-life pasteurising in 1L, 330ml, 250ml, 200ml tetrapack
- ✓ Supporting the LEAN (OEE) Management process, **new** RACI structure, NPD critical path
- ✓ Customer: Delamere, ASDA, M&S, Co-packing for several well-known brands
- ✓ Oat-extraction for Oat Base
- ✓ Process optimisation

Nomad Foods, Reken, Germany

06/2018 – 04/2019

www.Nomadfoods.com

*Position: **R&D Project Manager for Special Food, Meat Forming, Tray Meals***

Report to: Head of Production Manager Synergy Nomad Foods

Reports: 1 Production Manager

Achievements:

- ✓ Ensure optimization for technical adjustment with validation, verification process and cost control for Purée Pello, Texture Modified Plant Based Food (TMF), Meat & Plant Based Forming, Tray Meals with new set QA standard / BRC V8, IFS, Specifications for frozen production under high care.
- ✓ R&D concept work and initial trials for tray meals with Quorn Vegan
- ✓ Supporting the LEAN (OEE) Management process

Nomad Foods, Reken, Germany

08/2016 – 06/2018

www.Nomadfoods.com

*Position: **Work stream R & D Project Manager “Special Food”***

Report to: Head of R & D Manager Synergy Nomad Foods

■ ■ ■

Nikolaus James Gosselk / Confidential

Reports: 1 Technical

Achievements:

- ✓ Ensure a product match for two-product groups, Purée Pello and Texture Modified Plant Based Food (TMF) relocation from production sight from Findus Sweden to new production location with process, equipment changes new set QA standard / BRC, IFS, Specifications for cooked-frozen production
- ✓ R & D development for a new technology process for recipe adjustment for a product match
- ✓ Translation of equipment setting Rademarker depositor, steam oven, Teflon belt
- ✓ New Specification (Interspec) with BOM, Safety by design, MCONS for Special Food, QAS, allergen, technical validation and verification under high care and high risk.
- ✓ Technical team effort with engineering, production, packaging and training for machine operator for TMF-line and HACCP / BRC, IFS for new production line, trial plan budget and set SOP

Key contributions:

- R &D work stream lead for product transition with product match for Special Food - Purée Pello and Texture Modified Plant Based Food – cooked, frozen products with **high care** production for **READY TO EAT** with validation and verification

Kinnerton Confectionery, Fakenham, Norfolk

02 – 08/2016

www.kinnerton.com

Position: NPD Manager

Report to: Head of NPD Manager

Reports: 3 Technical

Achievements:

- ✓ Ensure new Critical Path requirements by customer Marks & Spencer's, meet standards with Factory trials, realistic given Quality Contracts; Transit Test and Product Seal standards are followed and well communicated
- ✓ New Hollows with more complexity production process, Lustre / Sheen decoration for meeting cost / time set, Honeycomb filled products, Peanut Bites, ambient production

Key contributions:

- Stabilising NPD Pillar process with Innovations Manager, new QAS standards, Critical Path timeline
- New Products; complex hollows, lustre / sheen in production process, Honeycomb filling, Chain Bagging, Peanut Bites. New Gingerbread Biscuits.
- Set NPD Cross functional KPI's, training for Health & Safety IOSH 2016, Innovator, QAD, Creations recipe systems, hardware capex, cost control, support SOP and shelf life trials

IFFCO Ingredients, Sharjah and Al Quoz, Dubai U. A. E.

10/2014 – 01/2016

www.iffco.com

Position: Business Account Manager

Report: CEO – Iffco Ingredients

Reports: 9 Bakers / Pastry Chefs

Achievements:

- ✓ Product training and team building with seven new Bakers / Pastry Chefs for Bakery Ingredients, Wheat Flour, Oils & Fats, Non-Dairy Cream and Dairy Ice Cream.
- ✓ Turnover for U.A.E. 31 Mio (Dirhams). Turnover for K.S.A. 18 Mio (Dirhams) with Ingredients

Key contributions:

- 9 % turnover sales growth in GCC., with food, bakery & pastry ingredients
- Strengthen Key Accounts: Carrefour, Al Ahlia, Park'n Shop, Spinneys, Lulu (high risk production), ABC ProBake, Agthia Bakery, Airline Catering for Frozen Croissant & Danish Pastry in G.C.C.

■ ■ ■

Nikolaus James Gosselk / Confidential

- **New Product Introduction:** Healthy bread range, Burger Buns Improver, new pastry cake mixes, pastry creams, fruit fillings. QSR developments for Dunkin Donuts, Papa Murphy's Pizza dough, KFC desserts, Kudu Burger Buns for GCC and Dairy Ice Cream.
- **Support R & D with NPD,** recipe and application bank

Supply Excellence, Jeddah, K.S.A.

12/2013 – 07/2014

www.supply-ex.com

*Position: **Marketing & Sales Manager***

Report to: Managing Director (Owner)

Reports: 5 Sales Representatives

Achievements:

- ✓ Sales Team building and product training. Establish a recipe bank, marketing plan and communication structure
- 25 % turnover sales growth in K.S.A., with food, bakery & pastry range

La Rose Noire, Dongguan, China

11/2012 – 10/2013

www.la-rose-noire.com

*Position: **Operations Manager***

Report to: Managing Director (Owner)

Reports: 20 Supervisors in total 600 Employees

Products: European Bread & Cakes, Macaron, Croissant, Danish Pastry, Tart Shell, Cones, Passion Cones, Baskets, Muffin Mix, Petit Fours, Starbucks product range for China fresh and froze, FMCG

Achievements:

- ✓ Team building with cross functional workflow, effective communication, efficiency in the production workflow, NPD for Starbucks, Foodservice and Export

Key contributions:

- 40 % turnover sales growth in China, with food, bakery & pastry range
- Structure QA / QC for effective work and quality control procedures with implementation of BRC and ISO 22'000 Quality Management for frozen, fresh, ambient and high-risk production, renew SOP
- Structure, HR, Admin, Logistic, Purchasing, Warehouse, planning team for efficiency with reducing headcount and improved cost control, cross functional workflow with LEAN Management
- Extension of Bakery / Pastry with new frozen warehouse and two floor production

Manuel Market, Jeddah, Kingdom Saudi Arabia

09/2011-10/2012

Company: Manuel Market a Five Star Supermarket Retailer in Jeddah, K.S.A. with three Supermarkets with a total Turnover in SR 144M annually, 20 % of the Turnover generated from Bakery & Pastry. www.manuelmarket.co

*Position: **Production Manager – Head of Food, Bakery & Pastry with Product Development***

Report to: Managing Director

Reports: 65 Employees

Products: European Healthy Bread and Rolls, Pizza; a new line of Cakes and Cake Slices; Chocolate Artwork and Petit Fours

Key contributions:

- Reorganise the production for effective cost control procedure, new product development, product training, quality control with HACCP standard implementation for fresh, ambient, high risk production
- Product training for all different product departments; new product development for healthy Bread reduces Cholesterol, Diabetic suitable, Multi-Cereal. New kind of Desserts, Cakes and Sliced Cakes
- Production of Bread & Rolls on Rondo Line and König Line
- 65 Employee with three production sights for Bakery and Pastry production, special Arabic Bread, Fresh made Pizza, Healthy Bread Innovations. New kind of Petit Fours, Wedding Cakes, Speciality Cakes and Cake Slices

LE Pritchitts Food, Newtownards NI

09/2007–07/2011

■ ■ ■

Nikolaus James Gosselk / Confidential

www.pritchitts.com

Position: **Business Development Manager**

Report to: Senior Technical Field Product Manager

Reports: 5 Employees

Products: Dairy Cream, Dairy Alternative, Non – Dairy Cream, Mini Pots, Milk Powder and Bakery Ingredients

Achievements:

- ✓ New Product development with R & D; UHT Dairy - Bakery products, bring to International and UK market.
- ✓ Increase the product range with five new product innovations with additional turnover increase of 8 % annually.

Key contributions:

- Product Training and Presentation for Sales Managers, Key Account Managers, Distributor
- Launch new developed Products like Creative Base, Chefs Taste, Estel, Pritchitts Cooking Cream to market for Airline Catering, Foodservice, Bakery and Pastry manufactures in the UK and Europe, Middle East and Asia
- NPD Manager for new product developments on Tetra Pak with different pasteurisers. Assisting Marketing and Sales with Technical details about the products; support Quality Control with implementation for new quality standards and working methods

Martin Braun KG, Hannover, Germany

12/1997–08/2007

www.martinbraun.de

Position: **Business Development Manager**

Reported to: Export Manager

Reports: 0

Products: Flavours, Flavouring Compounds, Cakes Mixes, all kind of Filling, Bread Mixes, Bread Improvers, Chocolate, Chocolate Decoration and Ingredients

Achievements:

- ✓ Business Manager for Baking Ingredients and convenience products for Export markets in Europe, Middle East, USA.
- ✓ Product range of 220, turnover increase by 7 – 8 % per annum.

Key contributions:

- Assisted in the process of increasing the business gross profit by 5 - 8% per annum
- In charge of approximately 25 Distributors in Europe, Middle East, USA and Asia
- Product Training and Presentation for Sales Managers, Key Account Managers, Distributors and finale customers e.g. Airline Catering, Foodservice and B2B customers

PROFESSIONAL EDUCATION

- Bakery & Pastry Hoffmann, Hamburg, Germany – Production Manager
- Confectionery Christiansen, Hamburg, Germany – training for Master
- Belindas Bakery & Pastry, Ringwood, England
- Dr Scholze Confectionery & Confiserie – Bakery – Pastry – Chocolatier, Germany

From all companies, I educated very well the basics for production process for Food, Bread, Cakes, Chocolate, Dairy Ice Cream, Petit Fours and Biscuits for product quality, product handling, product innovation, P & L Budget, Marketing & Sales, quality control, HACCP System, Supervisor Management, communication skills and Health & Safety IOSH

PROFESSIONAL DEVELOPMENT

■ ■ ■

Nikolaus James Gosselk / Confidential

LANGUAGES: Fluent in English, German

COMPUTER SKILLS: MS Office (MS Word, Excel, Power Point, Outlook), SAP

NATIONALITY: UK (Passport) Isle of Man (ID), German (Passport)

DRIVING LICENCE: Isle of Man

NOTICE PERIOD:



Shepton Mallet, 18th October 2022

■ ■ ■

Nikolaus James Gosselk / Confidential