



## PROCUREMENT SPECIALIST: MARKETING/HR/PROFESSIONAL SERVICES

**SUMMARY:** A highly experienced and motivated Procurement professional with proven ability in significantly reducing costs, negotiating favourable terms and streamlining the supply base. A proven history in global environments; achieving multi-million pound savings in diversity of categories, but most specifically Marketing, HR and Professional Services. A hard working and conscientious mindset; with strengths that lie in ownership, ability to organise workload and willingness to undertake new challenges with a passion for achievement & improvement. Degree and MCIPS qualified.

**CATEGORY EXPERIENCE:** **MARKETING (ATL & BTL)** including: Creative Agency, Digital, Media, Social Media, Hospitality, Aggregators, Video Production, Promotions, Creative, Sponsorship, Events, Branded Merchandise. **HR** including: Temporary Labour, Training/Coaching, Employee Benefits, Recruitment Advertising, Employee Benefits / Healthcare, Insurance Services, Company Share Schemes. **PROFESSIONAL SERVICES** including: Management Consulting, Legal Services etc.

## C A R E E R A C H I E V E M E N T S

### Senior Category Manager - Marketing (Global Bank)

2013 - Present

Partnering with the Sales, Communications, Revenue Management, Marketing & Digital Projects teams looking after 17% of the businesses influence-able spend.

- ⇒ Global Media planning and buying (£300m/3 years): led contract renegotiation to improve commercials and expand contract scope to cover US, Germany, South Africa and 8 further African markets. Increased committed **savings on media buy by 5% globally**. Revisited media buying performance incentive scheme. Led sourcing strategy for subsequent contract
- ⇒ Media Audit contract (£500k/3 years): renegotiated global media buying audit service, **achieved 15% cost improvement**
- ⇒ Creative: Run RFP for BTL services (£5m/3 years, **40% saving**). Negotiated global ATL contract, including UK retainer (**£3m/year, 10% saving**). Led market review on Video Production. Run RFP for strategic sponsorship activation (TCV £6m) **achieving 15% saving**. Negotiated creative agency contract on Premier Reward segment (£1.5m/3 years) to include reward strategy, key reward programs providers; led RFP for reward redemption App.
- ⇒ Digital Customer Experience (UX/UI) (£9m/3 years): category strategy review; led RFI (23 suppliers) and RFP (8) process. 6 agencies awarded contract. **20% savings**
- ⇒ Social Media: led social media global listening tool RFP; negotiated contracts across different services (competitions, creative, sponsorship)
- ⇒ Aggregators: supported business in commercial yearly re-negotiation (CPA, CPC)
- ⇒ Cross-teams initiatives: supplier optimization (**60% suppliers reduction**); Project Manager for implementation of software to digitally execute contracts (DocuSign). CSR lead
- ⇒ Managed 2 resources for 8 months in HR Sourcing

While in this role, secondment at to Another Bank in the group

- ⇒ Reviewed local Marketing Sourcing strategy for S.A. across all Marketing sub-categories
- ⇒ Initiated digital media buying RFP process
- ⇒ Led event engagements category diagnostic, identified efficiency opportunities and implemented new operating model for travel, hospitality and venues. The project achieved **20% saving**

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### Senior Procurement Manager - HR and Professional Services (Media PLC) 2007-2013

#### Main projects in the HR area:

- ⇒ Training (Technology, Management skills, Coaching): led 40+ contract negotiations on centrally managed and specialist training programs, total value: £2m+, **saving up to 30%**
- ⇒ Fleet, Company Cars (700+ vehicles): managed tender process for the selection of new car manufacturers. **Overall saving: 7%** (£2.5m spend). Relationship manager for Leasing Provider.
- ⇒ Recruitment Advertising Service: led RFP process and negotiation (£1.5m). **Secured 18% saving** (rate cards & media space purchasing)
- ⇒ HR Reward: Managed RFP for the implementation of Flex Benefit platform. Spend £200k/year, **saving 25%**
- ⇒ e-Recruitment system: managed RFP process (spend £160k, **saving 30%**). Negotiated add-on modules.
- ⇒ Temp staff: led a major tender process for MSP end-to-end management of all Temp staff involving 3,000 resources / year ca (project not completed as put on hold by the CEO)

#### Main projects in the Professional Services area:

- ⇒ Management Consulting: involved in all major Management Consulting engagements across the Company. Produced and implemented supplier engagement guidelines for the business
- ⇒ Legal: led negotiations (£10m/year) **achieving 15%-18% saving** through rate card negotiation with 4 suppliers (3 incumbent, 1 new)
- ⇒ Company Share Scheme: led RFP process (spend £180k, **saving 20%**); managed re-tender of the same service
- ⇒ Healthcare Employee Scheme: led RFP process for healthcare corporate scheme. Implemented new commercial model generating £2.4m worth of benefit over 3 years (spend £10m/year)
- ⇒ Company Insurance Broker: Procurement lead for insurance broker. **Savings of £900k** over 3 years achieved by negotiating broker's commissions and retained team cost.

#### Main projects in the Marketing, Facility areas:

- ⇒ Retail kiosk build: led negotiation with creative agency for the design of innovative Sky Retail Store. Implemented 'modular' commercial model for future business. Led RFP process for its build (£300k spend)
- ⇒ Stationery: renegotiated contract, **saving 50%** introducing new catalogue and not branded items (£800k spend)
- ⇒ MFD devices (400 units): **18% cost reduction** for b&w and **10%** for color prints
- ⇒ Utility: led gas auction for gas requirement (2-year volume)
- ⇒ Involved in cross-team process improvements initiatives, notably payment terms increase (30 to 45 days)

### Senior Business Analyst - Sourcing - (Major Consultancy)

2005 - 2007

- ⇒ Transportation and haulage: managed RFP process for scaffolding company (60 UK suppliers), **reached savings on 3rd parties hauling services of 12%**
- ⇒ Branded Merchandise: assessed suppliers' capabilities for a major oil & gas company., streamlined suppliers base and **saved European merchandising costs by up to 10%**
- ⇒ Events: Reengineered Pan-European (UK, Italy, Spain) sourcing processes for a pharmaceutical company. Introduced activity-based remuneration model. **Saved up to 7% of the addressable spend**
- ⇒ Packaging: **Cut total packaging cost by up to 15%** via RFP process

### Team Lead, Management Consulting (Global Automotive Group)

2001 - 2005

- ⇒ Purchasing procedure system: implemented new spare parts re-stocking system across the Europe 20% of dealer transaction cost. Led team of 2.
- ⇒ New commercial campaign system: responsible for the roll out of the system in the Major Markets
- ⇒ RFP management consulting: led RFP for consulting services. **Achieved savings of 40%**
- ⇒ People performance evaluation tool: implemented bespoke solution for global food manufacturer