

## SENIOR INTERIM PROCUREMENT & PROJECT PROFESSIONAL PROFILE 1

SENIOR PROCUREMENT MANAGER / SENIOR PROCUREMENT PROJECT MANAGER / SENIOR CATEGORY MANAGER

### PROFILE / KEY SKILLS:

A highly motivated and delivery-focused procurement and project-based professional, **MCIPS qualified** with significant experience within UK and International **blue chip organisations**. Experienced in the management of complex procurement processes in changeable environments from inception to contract award and on-going management. In-depth **Strategic Category Management** experience in **Marketing, HR, Consulting & IS/IT**. Strong cross-functional and team working skills gained through managing highly complicated project-based assignments. BA(Hons) International Business Administration (2:1) and MCIPS qualified. Areas of expertise:-

- Strategic Business Transformation
- Outsourcing
- Contract Negotiation & Formation
- Change Management
- Category Management
- Supplier Negotiation/Development
- Leading cross-functional teams
- Procurement Strategy
- Supplier Relationship Mgmt.

**Cost savings achieved to date of £22.8 million and inventory reductions of £2.8 million.**

### INDUSTRY SECTOR EXPERIENCE:

- Financial Services
- Manufacturing
- FMCG
- Pharmaceutical
- Technology

### CATEGORY/COMMODITY EXPERIENCE:

- Consultancy Services
- Marketing
- IS/IT
- Facilities
- Fleet
- Professional Services
- HR
- Catering
- Credit Referencing

### SELECTED ACHIEVEMENTS:

- **For a Global Pharmaceutical Company:** High profile greenfield project across Europe in the meetings and travel category to outsource the management of meetings, incentives, conferences and events. A lead project role in a matrix structure. Agency fee **savings were €5m**, with a further **€9m savings** and **€260m pass-through costs realised**.
- Negotiation of contracts with key ICT partners (IT hardware and software). Review, bid and delivery of managed service strategy and completion of contract negotiations for IT, professional services, training, employee benefits and catering. **Total project savings achieved £260K.**
- **For a Leading Insurance PLC:** 12 month multiple category review (HR and Recruitment, Professional Services, Marketing, Credit Referencing) to reduce spend leakage, negotiate and review contracts to minimise risks, influence business stakeholders to support procurement initiatives, create and implement category plans. **Total project savings achieved £1.6m.**
- **For a Leading Insurance PLC:** Project-managed the procurement input into the business transformational £260 million Investment Platform acquisition by the business. Deliver commercial due diligence and 100-day migration of £90 million investment platform spend, procurement methods and systems/processes into the business.
- Project managed the outsourcing of the client's vehicle fleet management to a 3rd party provider. Implemented on time under budget (**avoiding £100K of unnecessary spend**).
- Managed BPO projects with £12m annual spend in relation to it's international product and distribution platforms. This included outsourcing of offshore bond management and pensions administration, also involving IS/IT support. **Negotiated £1.7m cost reductions** subject to contract.
- Strategic review of group PSL for L&D agencies, contingent RPO review, commercial negotiations for Solvency II, leadership transformation and various IT platform developments. Delivered the commercial implementation of Agency Workers Regulations and review and set-up of paid search/head-hunting category. **Total project savings £460K.**
- Strategic review of group PSL for recruitment agencies; Outsourcing of learning & development; Outsourcing of ISA back office bureau management and review of employee benefits strategy with key stakeholders. Total project **savings achieved: £0.7m** with further, **£1.3m identified savings**.

..... for more information please call or email the team +44 (0)1403 248 448 or [info@beselect.co.uk](mailto:info@beselect.co.uk)

