



SENIOR INDIRECTS PROCUREMENT SPECIALIST

PROFILE 6

A Sourcing & Procurement expert with substantial experience across all indirect categories particularly Professional Services, IT, Marcomms, FM and HR. Extensive 'blue chip experience derived in a diversity of sectors including Banking & Finance, Pharmaceutical, Petrochemical, Retail, Healthcare and Distribution. Particularly strong experience in Sourcing, e-procurement, Category Management, Data Analysis, Forecasting and Contract Negotiations. An innovative thinker with a proven track record in delivering projects on time and to budget; well focused with an aptitude to look at the bigger picture while maintaining a complete grasp of detail. A graduate having achieved BA 2:1 & MA qualifications.

PROFESSIONAL EXPERIENCE & KEY ACHIEVEMENTS

Major Financial Services Company - Commercial Manager (Interim)

2015 – 2016

Commercial Management of Microsoft (£12million), Oracle (£8million), Hewlett Packard Enterprise and BMC accounts.

- Mapping full Microsoft, Oracle, HPE and BMC estates within the business and creation of overall commercial strategy
- Specific license strategies in response to IFRS9 regulatory requirements
- Negotiation of key Microsoft renewals (ESA, PSA, CSAs)
- Facilitating and managing key strategic reviews for suppliers
- Establishing and initiating SRM methodologies across stakeholders and key supplier account managers
- Risk segmentation analysis in-line with FCA guidelines

Global Petrochemical Company - Contracts Compliance Specialist (Interim)

2014 - 2015

Looking at the divisions spend of approximately \$7bn per annum with over 35,000 suppliers. Project to achieve 80% contract coverage and contract quality in place to cover all our areas of spend and ensure all risks are mitigated.

- First line of defence for contract negotiations, management of contract development, appropriate template use, ensure process is followed and lead negotiations
- Working with procurement, legal and central R&M (CONFIRM) to ensure that robust contract templates are created, deployed and updated across all key geographies and market sectors
- Creating and rolling out Contract Compliance training to global procurement teams, internationally via video conference and online portals
- Reporting contracts compliance statistics for NPR in relation to 80% target

Major Logistics Company - Senior Category Manager (Interim)

2014

Full Spend £300 Million, Saving Structure: Rebates

- Management of IT. Category spend £100Million; Projects IT Infrastructure – Calls & Lines, Upgrade from Lotus to Microsoft, Desktop Discovery, Data Centre Build, Core infrastructure upgrade, PPE
- Management of 5 junior buyers across Facilities, Property, Marketing, IT, Warehouse
- Participation in Procurement Leadership Team Meetings, Steering Groups and Executive Meeting, Supplier Reviews
- Reporting across 5 categories
- Responsible for Employee reviews, personal development plans (PDPs), Trainee Buyer Schemes

Major Educational Charity - Interim Category Manager: Facilities & Commercial (Interim)

2012 - 2013

Full Spend £11 Million

- Managing the full strategic sourcing cycle; including analysis & strategy, RFP/RFI, vendor selection, pricing negotiations, contract negotiations, business terms, vendor management, risk management and performance improvement
- Collaborative creation of Procurement Policies and Procedures, responsible for full process mapping and Standard Operating Procedures

Global Petrochemical Company - Contracts Compliance Specialist (Interim)

2012

Project to get Indirect spend under contract total value of £65million, 89% of remit achieved with 21% savings.

- Lead Contract negotiations, renegotiations and contract implementation
- Liaise with market sector leads to understand requirements from a commercial perspective
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- Liaise with market sector leads to understand requirements from a commercial perspective

C O N T I N U E D



SENIOR INDIRECTS PROCUREMENT SPECIALIST (continued) PROFILE 2

Financial Services Company - Procurement Consultant (Interim) 2011 - 2012

IT, Facilities, Professional Services & Marcomms Categories. Savings: Cost Avoidance: 16% on £500k, Cost Reduction: 8% on £800k

- Generalist sourcing activity across all main categories
- Management/mentoring of 1 buyer
- RFX activity and contract negotiation/implementation

Global Services Company - Facilities Procurement Bid Manager (Interim) 2011

Procurement lead on £450 million Government Bid.

- Setting up the supply chain for the bid proposal
- Initial Head of Terms negotiations of contract flow downs and implementation
- Supplier negotiations with internal stakeholder collaboration
- Management of 2 buyers in Procurement bid activity

Major Marketing Communications Company - Marcomms Procurement Consultant (Interim) 2011

Project to achieve quick win savings on £26 million creative spend. Saving of £5.2 million achieved.

- Spend data analysis and supplier review exercise
- Management of 3 staff in initiating new buying processes
- Supplier contract re-negotiations with internal stakeholder collaboration

Financial Services Company - HR, Professional & Marcomms Services Commodity Category Mgr. (Interim) 2010 - 2011

Management of £7 million budget in HR, Professional Services incl Financial, Audit and Solvency II outsourcing – 12.1% saving on influenced spend.

- Control & strategy creation of maverick spend, ensuring transparency, and full supplier relationship reviews
- EMEA procurement lead on implementation of Ariba; identifying suppliers suitable for online catalogues including IT hardware/software, stationary, facilities hardware.
- Creation, implementation & promotion of Sourcing process within Professional Services & IT Category
- Implementation of new cross functional working processes with senior stakeholder, buy-in, establishing PSL's, defining & establishing Sourcing presence within the business
- UK & EMEA, tendering activity and Sourcing support
- Mentoring - Embedding values of time management, understanding of the role, clarifications of processes, and explanation of the principles of Strategic Sourcing.
- Lead, document and implement the collaborative creation of new Legal & Sourcing Process

Leading UK Hospital - SAP Consultant/Category Manager (Greenfield Procurement Department) 2009- 2010

Implementing SAP & Category Management: Core Category Infection and Immunisation in this leading hospital. Hospital Pathology departments from public NHS to a new LLP Corporate organisation. £4M Spend 17% saving.

- Creating Requisitioning process, training material, briefing & training of stakeholders across 4 Pathology departments.
- The main point of contact for all stakeholders, stakeholder management to ensure smooth transition from Public to Private sector practices and embedding Procurement practices across GSTS Pathology.
- Driving a quick-win Procurement strategy within Infection and Immunology to show immediate Procurement impact as stage 1 of larger strategy.
- Spend & market analysis of category spend, with an aim to move from lease to buy options for lab equipment and increasing Point of Care for all patients by supporting testing with implementation of partnerships with key Suppliers.

Earlier Interim roles:

Major Retail - Procurement Hub Buyer (Interim)	2009
Global News Coproration - Marketing and Advertising Senior Buyer (Interim)	2009
Major Petrochemical Corporation - Local Category Specialist (Interim)	2009
Major Bank - Facilities/Amenities Buyer (Interim)	2008 - 2009
Major Airline - Procurement Category Manager (Interim)	2007
Leading Retailer - eSourcing Project Manager (Interim)	2006
Global Pharmaceutical Company - Facilities Category Management & eSourcing Procurement	2005 - 2006

