# profile:

A versatile, driven and highly focused Procurement, Purchasing & Supply Chain Specialist with enviable experience gained across sectors that include FMCG, manufacturing and wholesale. Commercially astute with superb strategic planning skills and proven success of shaping resilient end-to-end supply chain solutions that drive operational change, maximise product and service availability and increase turnover in fast-changing worldwide markets. A natural relationship-builder and leader who excels at stakeholder management, influencing decision-making and energising teams at all levels to deliver increased cost savings, cash-flow, profitability and quality of customer service.

# major achievements:

* Tenaciously set-up a centralised procurement and supply chain function from scratch at North Hertfordshire Homes within a £300M budget. Formalised a 4-year tender cycle to increase and maintain cost savings and supplier performance that increased customer satisfaction.
* Astutely project managed tenders worth £104.8M for 3 organisations at North Hertfordshire Homes generating cost savings of £15.7M. Consolidated the supply base and overhauled procurement procedures, eliminating non-value adding activities and commercial risks for CAPEX/OPEX projects, inspiring interest from other housing providers to request support.
* Slashed operating costs by £220K and reduced purchase order to sales order invoice lead times by 52 days at Clipper Retail Ltd after implementing SAP B1 and winning Director buy-in to introduce new SOP/MRP processes and outsource the warehouse to a 3PL provider.
* Boosted turnover by a significant £3.9M at Youngman Ltd through a transformation of supply chain processes which reduced slow moving stock by £1.2M, back orders by £1.9M and substantially improved purchasing accuracy to increase on time in full delivery of sales orders.
* Generated a £25M increase in sales at Optima EMEA after championing, devising and implementing a Pan-European 3PL distribution and warehousing network in France, Germany, Poland and the UK. Subsequently reduced lead times and stock levels by £3.8M keeping inventory below 6% of sales value that increased the flexibility of the supply chain.

# Career history:

**Head of Procurement & Supply Chain, North Hertfordshire Homes, Nov 2013 – Dec 2016**

* Conducted a strategic review of all procurement and purchasing activities at this private sector company and its subsidiary Rowan Homes governed by public sector funding to provide new homes, flexi-care and retirement living solutions. Won stakeholder and Board approval to set-up a centralised and lean procurement and supply chain function.
* Actively partnered and guided stakeholders, setting up robust processes and realistic goals to enable the organisation to maximise resources, respond quickly to changing market conditions, improve customer service and remain commercially viable.
* Confidently negotiated a £24M water supply contract increasing commission by 7% and income to £4.9M. Achieved a UK first of launching fixed prices for water, gas and electricity charges, saving customers £270 per annum. Finalists of the National Procurement and Supply Chain Innovation Awards 2016 because of this initiative.

**Supply Chain Project Manager, Clipper Retail Ltd, Oct 2012 – Nov 2013**

* Expertly managed procurement, purchasing and operational change projects at this manufacturer/installer of FMCG retail equipment and electronic security systems, streamlining the business to increase the accuracy of purchasing and expand the availability of products within reduced stock levels to maximise profitability and growth without additional finance.
* Increased average product profitability by 71% and on-time-in-full (OTIF) delivery of sales orders to +99%, releasing capital of £300K tied up in loss-making stock to fund sales growth after sourcing new/alternative products from European and Far East suppliers.

**Manufacturing Supply Chain Manager, Youngman Ltd, April 2009 – Oct 2012**

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* Staunchly re-engineered manufacturing inventory demand planning and finished goods purchasing processes at this manufacturer and wholesaler to maximise supply chain flexibility and boost sales in uncertain worldwide markets, leading a direct team of 6 staff.
* Forged exceptional relationships with internal and external stakeholders, engaging with all functions, identifying and taking ownership of key supply chain issues and deploying out-of-the-box thinking to create sustainable solutions to meet volatile sales demands and patterns.
* Reduced stock purchases by £2.3M through coaching and mentoring Category Managers, consolidating the supply base from 250+ to 160 and collaborating with suppliers to introduce new sales products and reduce purchase order to sales order invoice lead times by 41 days.
* Conceived and developed viable KPIs to improve production, procurement and purchasing efficiency utilising Total Quality Control (TQC) and Management (TQM) techniques.

**Procurement Demand Project Manager, Everest Ltd, Feb 2007 – March 2009**

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* Unwaveringly led a strategic review of manufacturing service levels across 2 production sites and 21 depots at this manufacturer and installer of home improvement products, decreasing install lead times from 12 to just 4 days.
* Proactively tendered contracts worth £52M securing savings of £2.8M through effective liaison and released £2.7M of stock by cleansing MRP data. This enabled improved forecasting, planning and purchasing accuracy, optimising inventory availability across all 23 sites.

**Procurement Operations Manager, Gretsch Unitas Ltd, March 2005 – Jan 2007**

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* Pivotal role in supporting a major turnaround for this manufacturer and wholesaler of FMCG equipment, utilising SAP R3 and implementing processes to maximise procurement, purchasing and manufacturing service efficiency, leading a team of 12.
* Boosted cash flow by £1.1M after reducing back orders by £1.25M and introduced bar coded track and trace products throughout the supply chain, cutting stock levels by £190K and Service Level Agreement (SLA) liabilities by £297K.

# other experience:

* Head of EMEA Procurement and Supply Chain, Optima EMEA, Apr 01 **–** Feb 05.
* Operations Manager, Turpin Distribution, Feb 00 **–** Apr 01.
* Supply Chain Manager, Dorma UK Ltd, Sept 97 **–** Feb 00.

# qualifications/training:

* Advanced Diploma in Procurement & Supply Chain Management, CIPS, 2007– 2008.
* Advanced Diploma in Transport, CILT, 2005 – 2006.
* Diploma in Logistics and Distribution Management, CILT, 2004 – 2005.

# Additional information:

* IT Skills: SAP R3 & B1, ERP, MRP.
* Extensive knowledge of Lean, Kaizen and JIT tools and methodologies.