

Simon Callier

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Supply Chain, Manufacturing and Commercial Procurement Specialist

A customer focussed entrepreneurial Senior Manager with a strong track record of increasing sales, turnover, cash-flow and cost savings and proven abilities in change management, efficiency improvement, team building and service delivery. Strategic development of sustainable end to end Supply Chain solutions to enhance customer service and satisfaction by optimising product availability, choice and placement in the market: to deliver cross functional synergy and coordinate operations through Team integration.

Core Competencies:

Procurement	Manufacturing	Supply Chain	Production Planning
Customer Service	Sales & Marketing	Logistics & Freight	Contract Management
Inventory Management	Lean Six Sigma	Supplier Development	Service Operations
ERP/MRP/SAP R3 & B1	Specification Drafting	Change Projects	Public/Private Sector
Coaching & Mentoring	Distribution/Warehouse	Team Management	Commercial Analysis

Career History:

North Hertfordshire Homes (Nov 13 – Present) Head of Procurement & Supply Partnerships

Not for profit provider of social housing, flexi-care and retirement living solutions.

Recruited to carry out a strategic review of all commercial and customer facing activities and implement an OJEU compliant lean and agile procurement and supply chain strategy to focus on cost reduction within a £300m budget: enabling the organisation to react effectively to changing Government Housing policies and make efficient use of its financial and operational resources to improve customer service and care.

- Instigated and project managed tenders worth £104.8m across 3 Housing Associations generating direct/indirect category cost savings of £15.7m and introduced Framework Agreements to eliminate operational and commercial risks with competitive “Mini Competitions” for Capital Works projects.
- Negotiated a £24m bulk Water Supply contract that increased income to £4.9m and achieved a UK Housing Association first of implementing water bill discounts worth £1.3m for tenants and customers to increase water bill accuracy, service and value for money within reduced billing lead times.
- Won stakeholder support by centralising the administration of Procurement activities to leverage purchasing that harmonised costs and the supply base across the Property Development, Planned and Reactive Maintenance Teams leading to increased Supplier performance and Customer Service.

Clipper Retail Ltd (Oct 12 – Nov 13) Supply Chain Operations Manager (Contract)

Supplier, manufacturer and installer of FMCG retail equipment and electronic security systems.

Engaged to carry out operational, procurement and logistics change management projects to streamline the business so that it can react effectively to fluctuating sales demands and increase market share by expanding product availability within reduced stock levels, costs and purchasing inaccuracies.

- Project managed the integration of SAP B1 and a Sales portal into the business whilst developing manufacturing, purchasing and MRP processes that reduced sales order to invoice lead times by 32 days: releasing capital of £300k tied up in in dead stock to fund sales growth and market share.
- Reviewed, recommended & implemented new Sales & Operations Planning (SOP) processes based on improved Enterprise Resource Planning (ERP) system development and outsourcing the UK Warehouse and Distribution services to reduce operational costs by £220k and lead times by 12 days.

Youngman Ltd (Apr 09 – Oct 12) Manufacturing Supply Chain Manager

Manufacturer and wholesaler of mechanical and electro mechanical working at height solutions

Hired to transform the business into a lean and agile operation and re-engineer supply chain and inventory demand management processes from push to pull, make capital stock holding reactive to sales trends and maximise business flexibility to increase sales in uncertain worldwide import/export markets.

- Secured business worth £3.9m and reduced back orders by £1.9m through developing a manufacturing requirements planning system across material, Work in Progress (WIP) and workforce resources: that increased purchasing accuracy, product availability and sales within reduced stock levels.
- Reduced stock purchases by £2.3m to fund sales growth by coaching and training Category Managers to use Product Category KPI's and work with suppliers to reduce lead times and improve production efficiency using Total Quality Control and Management (TQC - TQM) techniques.

Everest Ltd (Feb 07 – Mar 09) Procurement Demand Project Manager

Manufacturer and installer of home improvement products

Working with a Team of 4 Category Managers and 23 Purchasing staff: briefed to lead a strategic review of manufacturing service levels with the aim of decreasing install lead-times after manufacturing across 2 production sites and 21 UK wide depots involving and streamline MRO, Spares and Inventory provision.

- Tendered contracts worth £52m that secured savings of £2.8m and released stock of £2.7m by cleansing MRP data to improve forecasting, planning and purchasing accuracy to optimise the supply of stock across 23 sites that increased organisational flexibility within reduced supply lead times.

Gretsch Unitas Ltd (Mar 05 – Jan 07) Manufacturing Operations Manager

Manufacturer and wholesaler of FMCG products

Reporting to the MD to lead a team of 3 Managers and 9 staff to implement processes and controls to increase the efficiency of procurement, purchasing and manufacturing service provision to support a major company turnaround to increase cash flow and support the use of SAP (R3) to increase data integrity.

- Negotiated a service contract worth £7.9m and increased cash flow by £1.1m through reducing backorders by £1.25m and introducing bar coded track and trace of products throughout the supply chain that reduced stock losses by £190k & Service Level Agreement performance liabilities by £297k.

Optima EMEA (Apr 01 – Feb 05) Head of EMEA Procurement and Supply Chain

Manufacturer/wholesaler of projectors, home cinema, screens and digital signage displays

Reporting to the Finance Director with total responsibility and accountability for the Supply Chain, Procurement, Import/export, Customer Service and Logistics functions to reduce costs whilst increasing the marketability and availability of products within reduced lead times from the Far East across Europe.

- Successfully generated increased sales of £25m through initiating, devising and implementing a Pan-European 3PL distribution and warehousing network in France, Germany, Poland and the UK reducing lead times and stock levels by £3.8m to keep inventory below 6% of sales value through EMEA.

Qualifications / Training:

- Advanced Diploma in Procurement and Supply Chain Management, 2007 – 2008.
- Advanced Diploma in Transport, 2005 – 2006.
- Diploma in Logistics and Distribution Management, 2004 – 2005.
- Membership of the Chartered Institute of Purchasing and Supply (CIPS).
- Membership of the Chartered Institute of Logistics and Transport (CILT).

Earlier Career:

Operations Manager	Turpin Distribution, Beds	Feb 00 – Apr 01
Supply Chain Manager	Dorma UK Ltd, Herts	Sept 97 – Feb 00