

European Purchasing Director – Pharmaceutical manufacturer

Ability to integrate into the client company

“ A highly profitable business severely impacted by the BSE crisis needed to deliver a substantial improvement in supplier competitiveness both in terms of service and cost. He was able to deliver both of these objectives in double quick time by obtaining the full confidence of the key directors within the business by his sheer professionalism and drive.

Impact on the business / bottom line

£868K savings delivered – **3 times target – 10:1 return on investment.**

Overall contribution / achievement of objectives

“ The key achievements were as follows:

- ✓ Driving force behind the creation of Global Procurement – both structure & processes.
- ✓ Introduced new sourcing concepts into the organisation e.g. Zero Cost catering cross category sourcing etc.
- ✓ Rationalised the supply base and introduced strategic supplier alliances to the business.
- ✓ Identified and recruited permanent replacement.”

Working style / Leadership / people management skills

“Sheer professional knowledge and information sharing management approach established him the expert within the business. This allied with his leadership skills ensured the European region was well represented in the creation of a global Procurement discipline.”

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