

## **Global Lead Buyer – Bio Agri Business**

### **Ability to integrate into the client company**

“ A recently restructured business required to rapidly deliver value for the business across it’s full category range required a global solution for it’s Laboratory supplies requiring the in depth assessment of the supply market , the Buy In from 30+ internal customers and demonstrable value for money. He was able to work across national/regional boundaries to identify issues and install appropriate solutions.”

### **Impact on the business / bottom line**

16% “ savings delivered – ROI was 19:1.

### **Overall contribution / achievement of objectives**

“ The key achievements were as follows:

- ✓ Global category decision making process created and rolled out across the Group..
- ✓ Continuous Improvement targets agreed with Global source and delivered over the contract term.
- ✓ Internal & external Benchmarking process created and installed.

### **Working style / Leadership / people management skills**

“Positive and enthusiastic management style encouraged global participation in the project at the working and VP levels. His collaborative and open approach ensured that all issues were fully explored and where compromise was necessary it was accepted by all parties. ”

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