

## **Head of Purchasing & Stock Control – Industrial Supplies Company**

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

“ The Business was on the verge of administration. The need to improve cash flow, reduce borrowings and improve Procurement value for money whilst reducing headcount was vital. He gained the trust of the team and refocused their activities on reducing stock levels, negotiating better terms whilst introducing a new method of cost reduction – eAuctions – into the business.”

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

18% (864K) savings identified with 13% delivered – **10:1 return on Investment.**

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

“ The key achievements were as follows:

- Stock levels reduced from 12 to 4 weeks saving £1M in cash flow

- Group procurement options identified with benefits analysis

- Key Performance measures with reporting system created and installed

- eAuctions introduced and piloted

- Recruited the permanent Purchasing head externally within 8 weeks from search commencement.”

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

“The collaborative & inclusive management style enabled him to gain the trust and support of the function enabling the changes to be achieved quickly and efficiently.”

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