

Head of Procurement – European drive train systems manufacturer

Ability to integrate into the client company

“ The function had lost credibility within the business due to previous leadership and needed to reverse this situation rapidly. Furthermore key initiatives needed to be revived and implemented within a challengingly short timescale. He was able to persuade key decision makers to stand completely behind his approach in making these difficult changes. ”

Impact on the business / bottom line

£250K savings delivered – **2.5 times target.**

Overall contribution / achievement of objectives

“ The key achievements were as follows:

Restored the credibility of the function in general and team members in particular.

Redefined & revitalised the Supplier Development Initiative launching on time and improving Supplier performance by 15%

Created and installed a new Capital Procurement process that enabled value for money to be maximised

Rationalised Supply Base by 70%

The introduction and successful implementation of the “One Stop Shop” concept for material supply

Working style / Leadership / people management skills

“Concensual but firm leadership was the key to success along with the ability to listen and accept different opinions from others across the company.”

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