

Indirect & Direct Purchasing Leader – Global Bearing systems manufacturer



Ability to integrate into the client company

“ The business was going through massive restructuring. Consultants had identified that the company was not obtaining the best value for money on either the Indirect or the Direct external expenditure and required a Director level appointment to could mastermind such a reorganisation and do it quickly. He was able to obtain Buy In from all the key Group stakeholders to his proposals and implementation programme.”

Impact on the business / bottom line

£4M savings delivered – ROI of 24.

Overall contribution / achievement of objectives

“ The key achievements were as follows:

Created and installed separate Pan European frameworks and teams for procuring MRO and Production materials – **ahead of programme.**

Created and installed a Procurement Proficiency Profiling methodology that enabled Best Practice to be identified and rolled out speedily and efficiently.

Improved Supplier service performance from 85% to 92% within 6 weeks of introduction – **2 months ahead of schedule**

Created a bespoke set of purchasing processes in the form of a “handbook” to create the framework under which the new function operated.

Working style

“The collaboration for successful delivery was required on an regional basis. He exceeded our expectations in this regard in delivering the first truly European reorganisation ”

Leadership / people management skills

“Sean knew what he was doing, where he was going, hit the ground running and made us run with him. It was exactly what we wanted and he delivered far more than we anticipated.”

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