

Purchasing Director – Niche Pharmaceutical manufacturer

Ability to integrate into the client company

“ A rapidly growing business with a regional turnover of £1Bn had no formal procurement discipline with expenditure being managed by departmental heads. The need to introduce a professional method of delivering value for money was crucial. He was able to persuade the 6 key directors to form an oversight committee to approve the goals & targets for the new function along with the structure and responsibilities.”

Impact on the business / bottom line

26% “Quick Win” savings delivered and a further 25% identified.

Overall contribution / achievement of objectives

“ The key achievements were as follows:

- ✓ New structure created, externally recruited and installed – **within 16 weeks of approval.**
- ✓ Created a bespoke set of purchasing processes in the form of a “handbook” to create the framework under which the new function operated.
- ✓ Priority listing for cost reduction identified and agreed for the ensuing 4 years.
- ✓ Pan European Procurement roll out programme created and agreed

Working style / Leadership / people management skills

“Collaborated at all levels of the business and obtained support from all departmental managers to drive procurement across the group. Ensured internal client participation in the process of Purchasing policy formulation ”

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