

## **Interim Category Manager (Ministry of Defence – Procurement)**

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

“Sean performed a key role within the Surface Fleet Category team to gain acceptance of the programme objectives and methodologies by senior management, newly formed civil service Purchasing team and the internal customers (IPT). Within the first 4 weeks a detailed implementation plan was created (**6 weeks ahead of schedule**) that clearly described deliverables and outcome projected over the next 6 years.”

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

“ This can be summarised in three parts:

- ✓ A team of seven were fully trained and tested in the complete range of Leading edge Category Management techniques.
- ✓ A full strategic sourcing plan for the Category completed outlining a 10 year Purchasing plan enabling Purchasing team, Internal Customers and key supply partners to define future decisions and activities.
- ✓ In the first seven months of the programme savings of £2.1M were delivered – **achieving Year 4 targets.”**

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

“The objective of Skills transfer and savings generation was achieved over target and ahead of schedule. The ROI was 18:1.

### **Working style**

“Their approach was consensual and focussed on achieving Buy In by all the key stakeholders. Sean & his colleagues were very much part of the team utilising a mix of conventional training and “On the Job” mentoring to ensure skills & knowledge were transferred and embedded effectively.”

### **Leadership / people management skills**

“Sean & his colleagues led by example illustrating what could be delivered by the adoption of new techniques and management style. As soon as practicable members of the permanent team were encouraged to take the lead once they had demonstrated their capability and their comfort in doing so with the members of Sean’s team in full support. The embedment of these skill sets led to a changed environment of cooperation in place of confrontation”

### **Any other comments about the interim manager**

Please feel free to contact us if you require any further information.

Interim Category Manager s2c