

Successful Procurement professional with global supply chain leadership experience of successful business transformation, structural change and performance improvement. An exceptional commercial practitioner with top quartile results in all roles to date. Consistently delivers innovative strategies that have challenged thinking and always delivered to target or beyond.

27 years of global procurement experience including 11 years of Chief Procurement Officer (CPO) experience. Demonstrable success in all roles across multiple sectors and geographies.

Track record of:

- Taking over and delivering on approved business strategic plans
- Re-Developing and reenergising established teams; Building new teams from scratch
- Recommending and building new procurement structures built on benefit foundations sold in at Board level; Delivering on those benefits sold in
- Successful stakeholder engagement and buy in
- Managing single large spend categories from strategy development to implementation
- Managing multiple categories as 'head of' - building capability in the team from ground up
- Strong team development and creating a culture of development and challenge - understanding the importance of cognitive diversity
- Identifying process and system opportunities - recommending and implementing

Managed spend levels from £1bn to £500k, across UK, Europe, Oceania and Asia. Worked on assignments in USA, South America and Africa. Led organisations from FTSE100, ASX50, private equity as well as working with local SME's.

BUSINESS EXPERIENCE

DIRECTOR, JONES & CO PROCUREMENT SERVICES LTD

03/17 - Current

Efficio Consulting Ltd

Worked with Efficio client (Tesco Plc) to review current operation and produce report on areas of opportunity. Short 4 week assignment.

Centrica - Interim Head of Transformation

05/17 - 06/18

Brought in to re-invigorate a stalled transformation of the Procurement function and provide CPO level insight and advice, working with the CPO and Leadership team.

- Took over the Category Management Transformation team, reenergised the project.
- Developed new training material and drove better use of Category Management partner.
- Built a wider engagement plan to link all elements of the procurement transformation - CPO agreed and launched the new plan.
- Created new training material for use in the UK and USA.
- Drove increased up take in the category process and simplified delivery.
- Worked with CPO as second set of eyes and ears; identified issues with the wider strategy and made recommendations to address.

CPO, HOVIS LTD (Gores Private Equity)

12/14 - 12/16

Deliver on the 3 year plan developed by ATK post private equity take over. Reported to the COO with accountability for all external spend - £230m covering Directs and Indirects; £220m Commodities.

- Delivered the 3 year plan in 18months – accelerating in year cash improvement of £14m and sustainable cost reduction of £15.7m.

- Implemented new Commodity Risk Management process providing increased Governance to the business. Enabled new wheat strategies to be developed reducing cost over the 2 years by £6.6m; first hedging of polymer exposure and greater insight on energy hedging.
- Recommended changes to the ATK plan and modified the procurement model - including outsourcing element.
- Strengthened team through category management framework, capability development, implementation of training plans and external support.

CPO, NEWS CORP AUSTRALIA

2/12 - 6/14

Brief to develop a new national procurement model and identify increased saving opportunities. Reporting to the CFO with accountability for the \$1billion external spend covering all major areas (Production, Marketing, IT & Telecoms, Facilities, Business Services and Editorial).

- Secured support of CEO, CFO and State MDs/FDs for new structure ensuring synergy with wider organisational changes and their visible support and commitment.
- Delivered double-digit cost reduction, delivering a return on investment of 10x. Instigated first global review of key production consumables (News Aus, UK and US businesses), delivered 30% cost reduction and cost certainty.
- Strengthened processes and governance procedures with introduction of National Procurement policy, Travel and Expense Policy, revised Operating Expense and Capex approval processes.
- Developed a procurement technology roadmap increasing the level of automation; introduction of Concur expense management and purchasing card review. Next steps of eMarketplace and app based purchasing solutions due for roll out.
- Recommended innovative ideas on new revenue opportunities looking to leverage key partner innovation, resulting in new business from customers and first to market concepts.

CPO, GOODMAN FIELDER LTD, AUSTRALIA

9/08 - 2/12

Brought in to create new structure and deliver a lower cost base following the re-floating of the business. Reporting to the Commercial Director with accountability for A\$1.8 billion of spend.

- Identified, recommended (to Company Board) and implemented new central procurement model. Secured support of CEO, CFO and Divisional MD's, transforming 5 separate Divisional teams into a single function.
- Worked with HR to ensure appropriate individual review process, recruitment and redundancy outcomes. Together with training and development programs.
- Built procurement DNA and category management model.
- Identified and renegotiated large scale and business critical contracts delivering cost reduction and future innovation commitments, e.g. Flour strategy and successful renegotiation of legacy contract.
- Strengthened interaction with Sales teams to ensure effective price management and retail customer interaction.
- Delivered on original Board approved 3 year plan - yoy savings of 5%

HEAD OF PROCUREMENT, DIAGEO AUSTRALIA

11/05-9/08

Leadership of the function reporting to the Asia Pacific Procurement Director, accountable for A\$415m covering supply, marketing/sponsorship and indirect areas(35% of the total AsPac spend). Responsible for the Packaging and Raw Material categories across Asia Pacific.

- Delivered 5% benefit yoy and 45% of the regions total benefit; increasing the visibility of the function internally leading to increased involvement in projects and recognition.
- Lead role in the development of procurement across Asia Pacific - new structure implemented and increased engagement with country teams.
- Developed the negotiation strategy for Sponsorship rights with Australian Rugby Union, National Rugby League and Cricket Australia, resulting in improved ROI and activation opportunities.
- Project Manager for the Diageo Australia Win in Store (retail stores) transformation; working with Bain on the successful role out and implementation of project findings.

HEAD OF PROCUREMENT - LOGISTICS, DIAGEO EUROPE**11/02-10/05**

Procurement of logistics and distribution across all Diageo business units across UK and Ireland, covering £130million spend. Reporting to the Global Head of Logistics.

- Worked with the Logistics Development manager to identify and recommend a new Irish logistics model with a 40% lower cost base.
- Sold the model to and gained buy-in from the Logistics Director and teams, Global Supply Exec and Country Management team.
- Managed the 3rd Party transformation of the changed delivery network; delivering supply, specification change and operational improvement in conjunction with logistics, customer services and sales. Delivering a GBP21million cost reduction.

STRATEGIC PROCUREMENT MANAGER - GUINNESS SUPPLY**4/01-11/02****GLOBAL CATEGORY MANAGER, BRITISH AMERICAN TOBACCO****7/97-4/01****PROCUREMENT CONTROLLER, SONY BROADCAST EUROPE****1/93 - 7/97*****EDUCATION***

University of Essex, Colchester. Masters International Economics.

9/91-9/92

University Of Essex. BA (Hons) Economics Ili.

2/88-7/91***FURTHER PROFESSIONAL SKILLS***

IT literate, including most software packages. Strong cultural awareness with overseas placements and International travel, including exhibition/trade show visits together with meeting local operating companies and multinational suppliers. I have run training programs in Europe, Africa, Asia and South/North America, and managed evaluations at supplier's sites around the world.

ACTIVITIES AND RESPONSIBILITIES

RFU Level 2 rugby coach - currently coaching Colts and U15's at Basingstoke RFC as well as playing an active role in the local club. Previously coached rugby union and league in Australia.