**Vaida Maksims MCIPS, PMP, CBPP, MCMI**

**Procurement, Project and Transformation Director**

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**Experienced and certified in Procurement, Business Transformation, Change, Project management. I have worked in multiple countries and industries, saving significant amounts of money and implementing changes for companies through negotiations, demand and supply chain management, productivity, efficiency and process, organisational structure improvements. I am good at translating business strategy into functional objectives and tactical actions. My strongest skill is agile and pragmatic decision making. I am proud to have delivered 95% of my assignments and projects on time and within budget.**

*Process improvements* l *Business analysis* l *Target Operating Model* l *Value Map Analysis* I *Budget and cost estimations* l *Cost reductions* l *Change management* l *Procurement* l *Supply chain management* l *P2P, ERP (Coupa, Oracle, Navision, Sage, Dynamics)* l *Reporting* l *Greenfield environment* l *Key Performance Indicators and Objective setting* l *Key success factors* l *Cognitive decision making* l *Risk assessment and management* l *Stakeholder and communications management* l *Project management* l *Team management* l *Vendor management*

**EXPERIENCE**

**Barkers Commercial Services, UK**

**Senior Consultant (freelance) 10/2019 – current**

* Interim Head of Procurement at Jersey Electricity. Delivered procurement transformation at Jersey Electricity: lists of achievements in multiple core business areas – People, Processes and Technology.
* SRM re-start at Seven Forces: re-assessing team and proposing improved organisational architecture and target operating model.
* Managed Procurement services project at Southern Water – ran tenders and delivered savings.

**Pollinate International Ltd, London, UK**

**Head of Procurement and SRM 09/2019 – current**

* Achieved £2m savings (20%) in HR, legal services, IT services, real estate.
* Created and implemented ***Procurement and SRM Policy*** ahead of the project deadline.
* Created and implemented ***SRM and supplier due diligence system***.
* Selected and supported ***ERP (Sage) implementation*** from procurement’s perspective.

**Interserve FM Ltd, London, UK 06/2017- 09/2019**

**Head of Procurement** (01/2019 – 09/2019)

* Consulted ***supplier compliance and onboarding process review***: increased compliance levels by 20% and reduced supplier-ready cycle time by 50% (a project with circa 30k suppliers, 50 CAFM and 3 ERP systems, 7000 process and system users).
* ***Led supply chain simplification*** project, led ***difficult negotiations*** with vendors.
* Headed up a team to deliver £5.2m of benefits and mitigate operational disruption risks in the post-administration environment.

**Head of Procurement Transformation** (07/2018 – 01/2019)

* Managed Procurement ***Transformation project***: monitored, controlled and reported project progress, RAID, coordinated steering committee, conducted stakeholder analysis and prepared communication plan. Coordinated various workstreams. Delivered ***“as-is” analysis and TOM***.
* Consulted P2P transformation and Finance Transformation projects, reduced headcount by 20% by removing process inefficiencies.
* Gathered requirements from business stakeholders to incorporate them into designing procurement strategy.

**Management Consultant, Procurement** (06/2017 – 07/2018)

* Delivered £300k with ***Profit recovery project***: business case preparation, 3rd party partner selection and management, cross-functional team management to assess business readiness.
* Consulted scoping phase of the P2P process review, supplier lifecycle management process review project.
* Worked directly with various stakeholders and vendors to deliver over ***£1m of benefits*** through ***negotiations, demand management, behaviour change.***

**The Boston Consulting Group, London, UK**

**3rd party GDPR Project Manager 01/2018 – 12/2018**

* Started and delivered 3rd party GDPR compliance project (closed 800 international contract changes in 10 months): set up project governance, performed stakeholder analysis.
* Consulted on procurement processes design for ***P2P*** system implementation (***Coupa***).
* Implemented project parts related to 3rd party GDPR ***risk management***.

**Sainsbury’s Argos, Milton Keynes, UK**

**Procurement Project Manager 01/2017 – 06/2017**

* Performed a full ***HR category*** review: permanent, contractors, temp, contingent labour. The contingent labour project scope was £90m, with an extensive list of stakeholders from various functions. After full review and implementation, delivered ***£3m savings*** and improved service.
* Implemented ***Fleet and Travel category*** review projects. Delivered £700k annual benefits through behavioural change strategy and action plan.
* Reviewed the P2P system and e-tendering tool setups and workflows.

**4C Associates, London, UK**

**Senior Consultant 03/2016 – 01/2017**

* Led ***Soft and Hard FM, Capital projects*** for FMCG manufacturer across Europe and delivered £600k savings.
* Implemented ***organisational development projects***: updated project management and category management processes, set up PMO.
* Led P2P implementation for GNFR spend area.

**European Independent Purchasing Company (Subway ®), High Wycombe, UK**

**European Equipment Purchasing Manager 01/2015 – 03/2016**

* Led European part of the global shop remodelling project, reviewed costs of circa ***35 categories***, proposing ***savings of up to £30m***.
* Set up new KPIs for categories of spend and project performance; created reporting processes and methodology.
* Further developed supplier performance management scorecards.

**Selig UK Ltd, Slough, UK**

**European Purchasing Director 06/2014 – 01/2015**

* Reviewed reporting systems and process automation possibilities, saved 3 FTE by aligning reporting tools.
* Delivered £600k savings by re-procuring some service lines.
* Managed suppliers and internal stakeholders to mitigate the risk in single-source situations.

**KG Group, Kaunas, Lithuania**

**Group Procurement Director 10/2011 – 06/2014**

* Set up procurement function in a ***greenfield*** and very resistant ***environment***.
* Created ***processes, TOM***, KPI and objectives, strategy. Formed and managed a team of 14 people.
* Implemented ERP, P2P, e-tender systems.
* Led capital acquisition projects, delivering over 2 million Eur benefits annually.
* Managed a factory re-launch as an additional project (the business has grown eightfold since the re-launch).

**LBK Company, Lithuania – Belarus – China – Russia**

**Supply Chain Commercial Director 02/2007 – 08/2011**

* Set up new companies in Lithuania and China and supply chains From China to Russia and Europe.
* Ran a scale-down project in Moscow, Russia.
* Developed new supply relationships and alternative logistics routes, saving the group of companies over 2 million Euro in costs.
* Starting from zero, developed the company into 10 million Eur per year turnover business in three years.

**BUDAVA Ltd, Kaunas, Lithuania**

**International Procurement Manager 05/2000 – 01/2007**

* Managed supply chain remodelling project to deliver cash flow and profit increase benefits: an increased stock turn for the products in scope from 1 per year to 6 per year and increased profitability from 15% to 65%.
* Managed a small branch company producing polyethene pipes.

**Other projects**

Supplier due diligence process, tools and system for the **Coventry Building Society**

Category management tools for **JLL**

CIPS tutor for Central Business School

**Publications and recognitions**

Multiple publications in “In-Procurement” magazine.

Multiple appearances as a guest speaker in the annual procurement directors’ conference in Lithuania.

Inspirational speaker for the 6th form students.

**Education**

**Bachelor’s Degree, International business management,** Kaunas Technology University

EMBA program, ISM: **Applied organisational psychology**

**Certifications and memberships**

Certified Business Process Professional (**CBPP**), ABPMP

Change Management Professional, Acuity Institute

Project Management Professional (**PMP**) ®, Project Management Institute

Chartered **MCIPS**, Chartered Institute of Procurement and Supply