

Summary

+15 years' procurement experience, predominantly in Professional and Corporate Services. Worked with e.g., AstraZeneca, Takeda and Ipsen, sourcing from suppliers such as Accenture, KPMG and PWC. Experience buying, selling, and delivering Professional Services gives a distinct advantage when negotiating with suppliers. Track record of reducing total costs by 15-30%, while delivering quality, innovation and reduced risk. Built £65m category and led intervention of £90m BPO initiative. Led strategy development of £40m Professional & HR Services category. Proven ability to quickly learn and deliver value in new industries and categories.

Industries: Predominantly life sciences, with experience in utilities, public sector, construction and financial services

Experience

Procurement Cube, Nottingham, England

Principal Consultant, 2012 – present

Selling and delivering own consulting services and the services of life sciences consulting firm, Phetairos

Assignments to improve Sales/Procurement interactions *October 2020 – present*

- Procurement focused sales consulting for Blitline, Tact.ai and RWS (world's largest language translation agency). Business development for PBI/SQI Diagnostics. Course development for B2B sales teams and 1-2-1 coaching. Gained insights into sales teams' tactics, approaches and perceptions vis-à-vis Procurement.

Sosei Heptares, Cambridge (via pharma consultancy, Phetairos) *Assignment period: August - September 2020*

- Led consulting diagnostic of process optimisation project to consolidate the supplier base, optimise procurement processes and outsource key business processes.

National Grid, Warwick *Assignment period: August 2019 – April 2020*

- Enhanced sourcing effectiveness by implementing £4m OJEU compliant framework via a *Qualification System* and the *Competitive Negotiated Procedure* to source regulation advice consulting services. **Result:** 10% saving and reduced risk.
- Led urgent sourcing initiative for CFO and COO to select consulting firm to deliver an intervention project to reset governance of a £10m S/4HANA ERP system implementation. **Result:** Sourcing project delivered in 2 weeks with 15% saving, selecting highest quality consulting firm.
- Led 35 consulting sourcing projects at a total value of £14m, including sourcing of regulation advice services related to structure of future competition in the UK energy sector. Interacted with suppliers such as Accenture, KPMG, PWC and EY. **Result:** £1.3m savings, while ensuring right quality.

Ipsen, Slough (via pharma consultancy, Phetairos) *Assignment period: October 2018 – July 2019*

- Led procurement of companywide cloud-based content access solution, which now serves as a key enabler for the client's sales and R&D strategies. Engaged stakeholders across the company and developed business case for senior management.

Consolis, Paris (via procurement consultancy, Efficio) *Assignment period: April – August 2018*

- Accelerated project delivery in Denmark and Norway as part of pan-European €1 bill. procurement transformation, driven by Private Equity investment. Ensured timely project completion and value delivery. **Result:** €2m EBITDA impact, without compromising quality.

Cadent Gas, Coventry *Assignment period: June – August 2017*

- Supported across £10m Professional Services project portfolio, incl.: (1) selection of Deloitte as accounts auditors; (2) leading rate and T&C negotiations of OJEU tender for engineering consulting; and (3) outsourcing document digitisation.
- Mentored and trained 23 Buyers and Category Managers to quickly develop impactful category strategies.

Nursing & Midwifery Council, London (Via consultancy, ArcBlue/PMMS) *Assignment period: August 2016 – March 2017*

- Revived stalled category management roll-out by leading development of ROI focused strategies for £40m Professional & HR Services category. Improved relationships by focusing on stakeholder agendas. Led tenders via *CCS Framework* (£3.5m tem. recruitment) and contract negotiations (incl. £2m legal services) as part of strategy implementation. Interacted with suppliers such as Manpower and Fieldfisher. **Result:** £1m savings short term and another £3m projected long-term
- Led projects across Professional Services sub-categories, such as investment advice, PR & comms services, tax advice.

- Developed Contract Management Toolkit to help non-procurement staff hold Professional Services suppliers accountable.

Scottish & Southern Energy (Via consultancy, ArcBlue/PMMS) *Assignment period: October – November 2016*

- Delivered Category Strategy Development training on Reading and Glasgow sites to 21 Buyers and Category Managers.

Other Consulting Assignments:

Procurement and sales consulting, training and strategy development for 8 clients, including renegotiation of corporate services contracts worth £9.3m for Takeda. **Result:** Achieved 27% cost avoidance for Takeda in monopolistic supply market.

Reprints Desk Inc, Nottingham, England

Global Director of Sales, 2011 - 2012

Led 6-person sales team, selling a corporate service enhanced by SaaS. Clients such as Novo Nordisk and Roche. Led negotiations with key Decision Making Unit members, including Procurement **Result:** increased annual revenue by 28% to \$43m

AstraZeneca, Loughborough, England

Global Category Leader, 2003 – 2011

- Built mission critical £65m Corporate Services sub-category. 18 team members. Engaged key stakeholders at all levels by focusing on their business challenges and creatively applying Category Management principles. Interacted with suppliers such as Cognizant, Tata Consultancy Services and IQVIA. **Result:** Delivered 21% value first year, and increased portion of spend influenced by Procurement from 30% to 90%. Average annual ROI of 450%
- Led VP sponsored intervention project to reset direction of £90m outsourcing initiative. Worked with external consultants to enhance and customise innovative BPO model. Introduced new supplier to the bidding process to prove that new BPO model could be competitively sourced. **Result:** Injected cost transparency, continuous improvement and portability into pharma industry's largest Clinical Data Management BPO initiative (+400 roles outsourced).
- Initiated pharma industry's largest consolidation project of market communication materials worth £20m/yr. Led global cross-departmental team to source innovative SaaS platform to drive down costs and guarantee copyright compliance. **Result:** 24% saving per year and eliminated risk of copyright violations.

Early Career Roles

- **Thomson Reuters (now Refinitiv), London, England**
Senior Supplier Account Manager, Supplier Account Manager
Negotiated market data licenses, with suppliers such as Barclays, to power Thomson Reuters's investor related products.
- **United Nations Industrial Development Organization, Vienna, Austria**
Acting UNIDO Office Manager (Zambia), Programme Officer (Zambia)
Won award for leading local UN unit. Managed Private Sector Development projects in frontier market environment.

Professional

Master of Business Administration (MBA)

Richard Ivey School of Business, The University of Western Ontario, Canada ([click for ranking](#))

Master of Engineering (M.Eng.) (Electrical Eng. / Business Studies)

Class: 2:1 hon. (equiv.)

Technical University of Denmark (DTU) ([click for ranking](#))

Languages

English / Danish: Native speaker. Norwegian / Swedish: Can work in both languages. German / French: Good

Other

- **Key courses:** CIPS Legal Module, Advanced Negotiation, Transformative Coaching, Selling Through Partnering Skills
- **Publications:** Editor of blog with +70 posts, e.g. [6 Things You Need to Know About Buying Services](#)
- **Citizenships:** Dual British/Danish. Full UK driving licence.
- **Voluntary work:** Charity director and school parent governor.
- **Interests:** Health & fitness, karate (Shotokan Black Belt 1st Dan), transformative coaching, Africa business