



PROFILE

Tesco Director for 7 years; sound judge of people, accomplished team builder, coach, leader and motivator, with the ability to integrate well with an existing team, to take control, bring focus, building effective teams to suit the situation. Post Tesco, delivered significant 'improved buying terms' projects. Seeking a senior trading/procurement/purchasing/category management or general management role.

EXPERIENCE

Internationally experienced merchant with diverse product knowledge in direct and indirect materials. Extensive experience in supplier management and strategic sourcing. Led large scale strategic and major cost reduction programmes for Tesco, Littlewoods/Shop Direct and Otto UK. Projects include change, acquisition due diligence, post acquisition cost price harmonisation, new market entry, business and divisional start up, restructuring, terms and process simplification.

Experienced in international business cultures and work ethics, Lived in Poland, travelling & working in, Poland, Czech Republic, Slovakia, Hungary & Ukraine. Extensive travel across Europe, Russia, Africa, Australia, New Zealand, USA and South America

- Launched consultancy providing category management, procurement, and multi channel commercial advice to retailers, suppliers to retail and manufacturers
- Delivered a major terms improvement project for Otto UK exceeding the budget by 35%
- Introduced Halfords to Central Europe supporting their initial stages of entry
- Set the commercial agenda for the launch of Tesco Hypermarkets into Poland building a solid supply base and 70 strong local buying team, developing category soles by focussing on local customer needs. Opened 7 new stores in 11 months
- Set up the centralised non goods for re-sale purchasing function for Tesco establishing sound commercial processes. Identified initial £90m worth of annual savings (equivalent to 20% of spend) for the Building for the Future campaign

- Directed a new Produce category team for Tesco to deliver 2 year sales and profit growth ahead of the company through performance management, objectives & personal development planning with quarterly reviews & annual appraisals; sales over 91 10n, gross profit in excess of £325m
- Set up, developed and sold a small international web based recruitment business focussed on supplying Central European labour into the UK retail industry
- Featured in a 2005 Daily Mail article on 'small firms going global on the net'
- Managed a significant terms harmonisation and improvement project for Littlewoods /Shop Direct
- Public speaking in 2007: Private label Manufacturers Association in Vienna and Chicago; Euroforum in Wiesbaden

May 06 - Feb 07

Improved buying terms project for Otto UK Associate Director

Directed and coached the category buying teams in negotiating better prices and terms, negotiating directly with their top 36 Suppliers. Developed phase II of the project including sourcing strategy, auctions, value chain analysis, using group leverage, supply base reduction, sustainability and commercial buyer negotiation training. Wrote Vendor Strategy, Group Buying and Team Development Strategies, Counselling and coached the Board, commercial teams and non merchandise spend buying. Supported the re-development of the Otto UK buying & merchandising organisation.

Feb 04 - Jul 04

Improved buying terms project for Littlewoods Shop Direct Consultant

Developed terms improvement process working closely with the Chairman on budgets and likely benefits, Reviewed & advised on general buying process & capability. Negotiated terms with top 50 branded suppliers including sportswear, mobile phone networks & electrical.

EXPERIENCE

2003/2007

Other Consultancy assignments undertaken include

- Halfords - Initial country visits and research in Hungary, Poland and Czech Republic
- Fozzy (Ukraine) -Improving quality, availability and profit through category management
- Dao (Japan) - Understanding category management in developing Central Europe
- Ocean Spirits (Poland) - Sales support for Vodka Co wishing to enter the UK
- 2 Major Polish meat & dairy companies
- How to approach the UK post EU enlargement

Feb 01 /Jun 03

Tesco plc

Director- Fruit & Horticulture Category

Set the category strategy. Established a new buying team of 30, Increased over rider & marketing funds, introduced modern commercial processes, rationalised the supply base by 12.5% delivering rebate of £10m. Cemented supplier relationships & improved supplier performance through a programme of agreeing objectives & setting KPI's with regular reviews. Improved team morale through clear, simple & regular communication.

Sep 00/Jan 01

Tesco plc

Director - Simple Merchandising Project

Turned round a key project to make operations simpler for stores & cheaper for Tesco.

Feb 98/Aug 00

Tesco Poland

Deputy CEO & Commercial Director

Cc ran this important project setting the commercial strategy and providing commercial & trading leadership to establish Tesco on the extremely competitive Polish Market. This was crucial for Tesco success in Central Europe. Led & developed a team of 4 Trading Directors, 30 buyers and support staff, developing product ranges (in excess of 60000 lines) & merchandising layouts suitable for Polish customers. Invented seasonal & events promotional programme & process. Influenced hypermarket design for the store development programme & developed pan European and global buying .

EXPERIENCE

Jan 96/Jan 98

Tesco plc
Director - Property Services Buying (Procurement)

Set up the Tesco Corporate Purchasing function, re-structuring 2 buying groups into a single group of 30 people creating a strong buying team to buy all goods for internal consumption & the store development programme. Developed an internal service culture through cross functional working, design for the store development programme & developed pan European and global buying .

May 89 - Dec 96

Tesco plc
Senior Buying Manager

Negotiated supply for various product areas -Fresh Fish & Eggs, Yogurts & desserts, Ambient Cake

87 - 88

Nestle

Purchasing Manager Negotiated supply of ingredients and packaging

82 - 87

J.Sainsbury PLC

Senior Buyer - Negotiated supply of Lamb, frozen meat & offal

72 - 82

Rowntree Mackintosh

Materials planner & buyer of packaging and ingredients