

TELECOMS CATEGORY MANAGER
£500 PER DAY

Profile

An enthusiastic and experienced Procurement Manager with strong relationship management skills, possessing customer focus and a clearly demonstrable commitment to achieving organisational targets. I am a skilled negotiator with a firm understanding of the Chartered Institute of Purchase & Supplies with the ability to interface and influence at all levels. Self motivated leadership and a genuine team player, with strategic focus. The key objectives to bringing the customer requirements to the market, in time, at lowest cost and risk to the business, and enabling competitive advantage.

Career History

April 2006 – June 2008

Procurement Manager – Microwave Point to Point Radio – 21CN & Legacy

- Responsible for setting strategy for future niche technologies within client's 21CN Radio domain for all Global Countries.
- Implementation of agreed Group strategy within Radio Domain relating to the 21CN Global
- Currently negotiating a strategic number of contracts for the deployment of 21CN network equipment with a value of £40m over 5 years. The savings of over 70% from legacy to the 21CN replacement.
- Introducing that all potential suppliers meet quality and generic standard requirements.
- Very adept at fast moving projects and changing requirements whilst constantly managing vendor and internal expectations.
- Procurement experience in leading Procurement Activity for external bids.

April 2004 – March 2006

Procurement Manager – Access & Radio Network - Legacy

- Responsible for negotiating and managing contracts for the supply of Access & Radio of the legacy products as they are towards the tail of product life as the demand also is in decline.
- Longer term for final purchase to protect future price rises as the obsolescence for component parts increase.
- The quality review is monitored as the Support requirement of the infrastructure is maintained.
- Negotiated and delivered savings of £300k in the in Radio Contract period by reducing the commitment level from £5 million down to £4 million, £3 million and to nil in subsequent years.
- Additionally gaining a discount improvement by 3% £120k in this volatile environment.
- Inventory management for products for the UK. Ensuring product continuity and revenue stream protection whilst at the same time minimising inventory costs.
- Effective at building lasting relationships and proactively managing both internal and external customers.

January 2001 – March 2004

Procurement Specialist –Wholesale Reseller Markets

- Responsible for supporting bids for external sales by arranging for sell through and reseller contracts.
- These contracts are required to automatically extend to maintain the service, and failure to do so the service will be lost, when the Contract expires.
- Managed Broadband Solution - we selected 3 virtual service providers to provide Broadband provisioning and billing as agents, in order to complement the Wholesale Support.
- The Migration of Network Planning, Antennas Rigging & Electronic Installation, successfully managed the migration reducing the whole life costs and controlling the number of the transmission sites generating savings of over £60 million.
- Managed the negotiation for the 20 year contract for the support, spares and repair of the Network. Resulting in savings of over £37m, and cost control over the lifetime of the Equipment.

- Successfully managed a difficult internal organisation by closely working with the customer. This was achieved by understanding customer objectives and aligned my objectives quickly to gain trust, which raised the profile of the procurement organisation.

July 1993 – December 2000

Procurement Specialist – Core Transmission

- Responsible for agreeing the strategy for the future off infrastructure technologies within the Network.
- Implementation of agreed Group strategy with regard to legacy & future network requirements.
- The requirement that all potential suppliers meet quality and generic standard requirements.
- SDH & Optical – Based on the PAYGO share/revenue commercial model which equates to saving £300 million against a capital spend of £1 billion for the 5 year period.
- SDH Contract with Supplier X – The introduction of new product I recovered £12.2 million by Liquidated Damages against late delivery.
- Global Transmission Network Contract with Supplier Y – Reducing prices by 48% using the PAYGO share/revenue approach. Also saved £500k.
- European Contract & Asia Network – Further deals using the PAYGO share/revenue commercial model relating savings of 23% and 40% accordingly.

Academic Qualifications

Neuro Linguistic Programming (NLP)

Certificate in Business Communications 29th of September 2006
 Certified Business Communications Practitioner 16th March 2007

Chartered Institute of Purchasing and Supply (MCIPS)

Elected to Corporate Membership September 1990

Foundation Stage 1986/87

Economics
 Quantitative Studies
 English Business Law
 Business Accounting
 Management Principles and Administration
 Introduction to Purchasing and Supply

Professional Stage 1989/90

Purchasing Practice and Techniques
 Stores Management and Inventory Control
 Purchasing and Supply Management
 Marketing
 Research Study
 Case Study