Describe the main responsibilities of your role.
The role is predominantly a transformational and development one so I am looking to inform stakeholders of the importance of good commercial practice whilst developing the skills within the team to meet the needs of the organisation.

How does your average day start?
I get into the office around 7:30am but will normally review any emails that have come in overnight before I leave home.

What is your favourite part of your job?
Reporting back the team’s success always feels good. However, I do like a good debate with team members about what would be a suitable sourcing strategy to address specific markets.

What is the most fulfilling part of your role?
Seeing staff develop and grow in confidence as they learn and demonstrate new skills, and being willing and able to win a debate with me about sourcing strategies.

What is the most difficult part of your job?
The role involves a very wide stakeholder community and trying to engage them can be frustrating, resulting in a number sometimes getting missed out of the decision making. So accepting that we have missed getting the contribution from someone or have not met the needs of a customer is always an uncomfortable moment.

What do you feel are the key skills needed to be successful in your role?
A willingness to challenge the status quo, to be able to be trusted and to trust your team are all essential. It is also important to recognise the responsibilities of ensuring that public money is used to maximise the benefits to the front line.

How and why did you get started in the profession?
I drifted into procurement but had the good fortune to work with some brilliant managers early in my career. They taught me how great procurement could enhance the performance of an organisation.

Are you a CIPS member and if so how has CIPS helped you in your career?
I am a member. CIPS has provided a good supply of best practice to draw from and to test my own ideas against.

What advice would you give someone who wants to progress to your position?
Be willing to make mistakes. Trust your staff and always promote based upon the best person for a role, not the person who is best at their current role. But most of all, work hard and always try to make something a little bit better every day.

What do you think the next step in your career will be?
I don’t think about what I do as a career. One day I will wake up and fancy a change if I know that someone I work with can step into my shoes (and wants to) and do my job better than me, then it is time to get out of their way.

Whether looking for your first role or next career move in procurement, our expert consultants can help you find your perfect job. Contact your nearest Hays office: hays.co.uk/offices

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