How do we stay relevant?

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Accelerating procurement careers – ensuring you are always relevant

– There is no such thing as the ideal career path

– Why is it that certain people always seem to be on the move?

– You can’t forecast when the opportunities will arrive; you can ensure you are a good candidate
A career cycle

Delivery:
What and How

Experience:
- Function
- Country/Culture
- Sector/Industry

Breadth of Skills and Competencies
Different mix of skills at different levels

- **Leader**
  - Management and leadership competencies
  - Understanding business, operating environment and context

- **Manager**
  - Technical skills

- **Operator**
  - The ‘business basics’
Today’s challenges for procurement and supply

1. Delivering value – ‘life beyond savings’

2. Managing Risk – Reputation, Sustainability, CSR, Fraud/Corruption, Ethics – throughout the Supply Chain

3. Embracing new technologies
Keep yourself relevant and connected

- Different experiences, different environments, projects, special assignments

- Networking – not just the executive search community

- Coaching / Mentoring / Volunteering – giving back to help others progress

- Keep up-to-date – topics, trends, techniques; keep yourself flexible and adaptable
Questions