



Paul Maras-Hilling, MCIPS

Personal Profile

A high impact Senior Procurement professional with over 20 years' international experience, gained across multiple sectors including Aviation, Energy, Manufacturing, Retail, Financial Services, Transportation, Telecommunications, and Public Utilities.

Paul joined Purchasing Practice, a procurement consultancy, in 2016, working with clients across diverse sectors including high street retailers and pharmaceuticals. Commercially focused, with a talent for linking procurement to overall business strategy and achieving high-value results. He has a strong understanding of international business, with excellent leadership and relationship management capabilities, proven to drive change, inspire teams and increase profits.

Experience includes:

Paul has extensive experience with global corporations including, Accenture, British Airways, and Virgin Media.

Paul is experienced in conducting current state assessments and developing desired state improvement plans, including; process and governance, improvements, and establishing policy.

He has extensive outsourcing and insourcing experience having managed outsourced procurement for a well-known Canadian retailer for all Goods Not for Resale and led a change program to bring procurement in-house for a major Canadian utility organization.

Paul has extensive experience setting up and establishing procurement in several organizations including:

- Creating an off-shore procurement company.
- Setting up global supply chains and managing key supply chain relationships to achieve business growth goals.
- Restructure procurement to support international growth strategy.

Awards:

Paul was awarded 'Coach of the Year' by a Canadian telecoms company.