



Paul Pearson BA(Hons), MBA, FCMI, MCIPS

Paul has over 30 years' procurement experience in both SME and global manufacturing organisations at covering strategic, contract and commodity management roles developing and implementing procurement strategies including consistently delivering cost savings across a range of commodities and developing and deploying global sourcing strategies.

After spending time in various businesses, including many years in a global engineering organisation, where Paul managed commodities in the region of €1.9bn, Paul has developed a proven track record in areas such as:

- Influencing wider business decisions at board level through challenging strategic direction and the status quo
- Influencing and managing the outsourcing of strategic in-house processes to third-party low cost country supply chains
- Leading development and implementation of new supply chains and Supplier Relationship Management principles in emerging supply markets including Turkey and North Africa
- As a secondment as Product Realisation Manager responsible for successfully transferring production/manufacturing to Co's Indian facility alongside developing and instilling a professional local supply chain to support future needs and expansions
- Deferred to as Subject Matter Expert in Supply Contracts, Terms and Conditions at various previous organisations
- Developed and implemented SRM process and associated templates
- Trained and certified BSI auditor (ISO9001/14001)
- Internal Global Lead Auditor at Bombardier Transportation
- Developing and implementing Make vs Buy and Total Cost of Acquisition models/principles and concepts
- Devised, wrote and implemented to global divisions/subsidiaries, set of terms and Conditions of Contract and associated Long-Term Supply Agreements
- Set up a greenfield professional procurement function that included rigorous procurement based governance process and procedures, which are still in place some 5 years later, to control supply chains, auditing and management of sub-contractors
- Six Sigma and LEAN trained
- Trained in various forms of cost optimisation programmes (McKinsey, etc.)

Paul's level of experience and expertise led him to be appointed as Chair of his Local CIPS branch in the UK where he continues to promote the importance of procurement and impart his knowledge.