



## Chris Sykes FCIPS

Chris is currently a Director of Progressive Procurement Limited. Prior to this, he has been a Director, Head of Procurement, Head of Supply Chain and several other Senior Management positions. He had a strong background in Construction and Project Management prior to his move into procurement where he has spent the majority of his career, within Construction, Property, Nuclear, Brewing, Facilities Management, Outsourced Procurement Services, Construction Equipment & Hire, Electrical & Mechanical contracting, Water Utility and Interim/Consulting services.

As a Senior Procurement Manager, Chris has worked in most areas of Procurement with global, international, UK and regional accountabilities. With executive level experience of over twenty years, Chris has covered many procurement and associated supply chain activities:

- Procurement strategy development & implementation
- Business planning process development & implementation
- People development coaching & mentoring
- Project management of major infrastructure procurement projects
- Significantly improving customer service delivery through outsourcing
- Reducing costs & increasing efficiencies
- Leading successful negotiation teams as well as personal negotiation
- Strategic relationship development & management with both suppliers and customers
- Key Stakeholder management
- P2P Implementation, review and efficiency improvement

Chris has strong personal experience in the purchasing of many areas of external expenditure including:

- Capital, Construction, MRO and associated engineering procurement
- Most aspects of Indirect Procurement
- Governance and risk management of the supply chain to minimise corporate exposure
- Procurement in tactical and strategic marketplaces
- All areas of non-production or indirect material inventory management and organisation

Since moving to consultancy, Chris has successfully worked with public, private and regulated sector clients, covering:

- Process, capability and operational efficiency reviews
- Strategic supplier relationship development
- Procurement strategy development & implementation
- Negotiating complex contracts for clients
- Skills analysis, development, training, coaching and mentoring
- Global process and governance establishment
- National Civil Engineering framework development and implementation

Chris has an honours degree in Civil Engineering, a Master's Degree in Property, Business & Management and is a Fellow of the Chartered Institute of Procurement & Supply and is also a licensed CIPS Corporate Certification Assessor.