



## **Mark Henderson MCIPS**

Mark is currently a partner in NewDawn Partners. Prior to this he has been a Director of 105 Consulting and formerly the PMMS Consulting Group since 2001. He has a strong background in Procurement and Supply Chain Management where he has spent the majority of his career, within manufacturing environments spanning FMCG and the motor industry, working with Reckitt Benckiser (formerly Reckitt & Colman), Land Rover and PSA group (Peugeot Citroen).

As a line manager, Mark has worked from Economics Analyst up to Purchasing Director with global accountabilities, has led manufacturing in Australasia as well as Planning & Logistics for Asia Pacific and latterly West & Eastern Europe. With executive level experience of over twelve years whilst working for a multi-billion pound turnover FMCG manufacturer, Mark covered many areas:

- Supply Chain & Purchasing strategy development & implementation
- Business planning process development & implementation
- People development & coaching
- Leading warehouse & distribution operations over many countries
- Improving customer service delivery and being the main Supply Chain customer facing contact
- Reducing costs & increasing efficiencies
- Leading successful negotiation teams as well as negotiating alone
- Strategic relationship development & management with both suppliers and customers

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

- Direct materials, personally managing some highly complex global markets
- Purchasing in tactical and strategic marketplaces
- All areas of non-production or indirect material spend
- Capital

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

- Process & capability reviews
- Strategic & tactical marketplace strategy development & implementation
- Strategic supplier relationship development programmes
- Rightsourcing reviews

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- Purchasing & Supply Chain strategy development & implementation
  - Negotiating complex deals for clients
  - Skills development & coaching

Mark recently acted in Interim Executive capacities for Vodafone based in Luxembourg, initially as the Global Services Procurement Director as well as latterly supporting a €1.7 billion project during 2014.

Mark is a member of the Chartered Institute of Procurement & Supply is also a licensed CIPS Procurement Excellence Assessor.