



Nick Ralphs

Nick Ralphs is Director of NJR Procurement and has introduced best practice processes and groundbreaking solutions across the Procurement / Supply Chain landscapes in complex Manufacturing, Banking and Insurance environments.

Nick's experience spans over 20 years during which he's held senior management and Supply Chain Director roles at a number of companies.

Most recently he has led the design and implementation of all Sourcing, Supplier segmentation and Contract Management approaches at both Direct Line Group and Williams & Glyn, as those companies have separated out of RBS Group, with spends of £2bn and £300m respectively. This has included selecting and configuring the systems required to enable the approaches, as well as authoring all required templates, guidance notes and training packages.

Initially, following a Bachelor of Commerce honours degree at Birmingham University, Nick started his career by carrying out various Supply Chain roles at Leyland DAF before moving to take on Senior Buyer roles at Black and Decker.

Following this grounding, Nick moved on to build and lead Supply Chain functions at Pickerings Lifts and APW. At Pickerings this involved the Creation of a new materials function covering cost, supplier, inventory and stores management across 5 separate business units. At APW it meant taking functional responsibility for all aspects of supply chain including cost, inventory, commodity and supplier along with ecommerce development. This was spread across 16 manufacturing sites with spend of \$250m and supply chain teams of 160.

Following these roles Nick carried out a variety of Purchasing Board level roles at RBS with responsibility for third party spend of up to a £1bn. His achievements included delivery of +£100m profit and loss benefits through the restructuring of numerous supply chains and the negotiation of a wide variety of complex and high value contracts.