



Paul Xifaras - FCIPS

A Fellow of the Institute of Chartered Accountants in England and Wales, and Fellow of the Chartered Institute of Procurement & Supply, Paul has over 20 years of experience in senior roles including Strategic Sourcing Director, Investment Director, and National Sales Manager for one of the leading FMCG companies in Australia.

He had responsibility in a range of category groups, including: key raw materials; capital projects and indirect spend (through sales, marketing, HR, IT and head office).

His procurement skills are supported by strong cross-functional experience in sales, business development, marketing and economic consulting. As a consultant, Paul has led a number of significant projects, including working with both public and private entities to identify opportunities and implement change in their procurement areas.

Paul has delivered a high number of programs for both open and in-company training. His finance and sales background ensures he captivates participants through a mixture of facts and finesse.