



## Peter Williams FCIPS

Peter is an accomplished procurement professional with over 30 years' experience of working at Board level in five different industry sectors and three major Government Agencies. He has worked for a number of consultancy firms gaining further experience from a wide variety of assignments ranging from strategy development to category management.

Peter is a Fellow of CIPS and was CIPS president in 1999/2000. He was on the CIPS board of management for 8 years up till 2002. He is currently a trained CIPS corporate assessor and is the events director on the CIPS fellowship committee.

His experience includes senior procurement roles at St. Gobain, WPP and British Airways all of which required extensive travel in Europe, Asia and North America.

He has bought in over 100 supply markets around the world, but more recently has worked in capital related areas such as construction, facilities management and repair and maintenance. Peter is passionate about Procurement and how it can make a real difference to company performance. In particular through focus on the following areas:

- Capability assessment
- Strategy development
- Organisational design
- Recruitment and selection
- Training and development
- Category strategies
- Supplier Management Relationship
- Negotiation planning and execution
- Stakeholder management

After many years in senior corporate roles, Peter is now an independent consultant and Director of Pala Consulting. Recent appointments include a transformation project for Whitbread, a capital supply chain role at Severn Trent and Head of Commercial at Network Rail.

One of his first consultancy appointments was part of a central government sponsored team to complete a full capability assessment of MOD procurement. Peter was educated at Swansea University, and has attended Executive Programmes at Carnegie Mellon University and Insead.