



## Wiktor Rak

### Profile

Wiktor has over 6 years of experience in procurement and supply. He is a project manager in a procurement consultancy company. He has been working on more than 30 procurement projects in Poland and the UK. He has worked with clients in the Oil and Gas, Manufacturing, Logistics, Healthcare, Broadcasting, Energy and Financial Services industries, as well as public sector bodies.

Wiktor is capable of easily understanding the big picture whilst smoothly working on operational details so that all layers of organizational/project structure can be orchestrated and work aligned towards the same objectives. Results driven, he is passionate about working with others, both team members and clients, in order to attain significant outcomes.

Wiktor holds an MSc in Economics and International Relations from Warsaw School of Economics and a CEMS Master in International Management (top international management programme) from Vienna University of Economics and Business. He also took part in an exchange programme with University of Salford. He speaks fluent Polish, English and German.

### Experience

Wiktor has worked on a variety of procurement projects, including process improvement, organisational design, formulating sourcing and negotiating strategies, strategic sourcing, procurement e-tools implementation, supplier management, benchmarking, opportunity diagnostics, category management, spend tree analytics, coaching & training.

### Relevant Project Examples

- Wiktor led savings delivery in a number of categories within a large savings programme for a ready-made foodstuff manufacturer. Wiktor was responsible for sourcing of chemical materials, coal, special cleaning and security services. Process of choosing and implementing special cleaning services was a particularly daunting task as new suppliers had to be verified and HACCP standards had to be met.
- Wiktor designed a purchasing planning process and designing support of IT tools for an oil and gas company, that required close coordination of different units: Procurement, IT, Controlling, Finance. It evolved into another project which contained preparation of a new procurement process to generate savings through improved transparency and competition as well as red tape reduction.
- For a public institution in London, Wiktor prepared a P2P process enhancement concept; comprising new regulations, a survey along with subsequent communication plan, new training model, new approach towards users and approvers and supervision of necessary P2P system changes.

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- Wiktor worked closely with a foodstuff manufacturer to create a MRO supply chain management strategy for their flagship factory.
  - For a power company, Wiktor analysed over 1 billion PLN spend in order to set up category management and embed the spend tree. The results were developed along with the Client and adjusted to the needs of the corporation. Owing to this cooperation, a transparent savings plan was subsequently developed.
  - For an oil and gas company, Wiktor developed sourcing strategies for both direct and indirect categories: telecommunication, software and fuel tanks.
  - For a railway company, Wiktor took part in the evaluation panel to oversee the sourcing processes and re-specification in the area of telecommunication. This project led to substantial annual savings thanks to the leverage which was attained by the consortium organised for this purpose. The project was carried out within the Public Procurement regulatory framework.
  - Wiktor delivered training on a new procurement process and an IT-tool for procurement and internal client teams within an oil and gas company. Wiktor prepared two bespoke kinds of training - basic and advanced - to match client's needs and expectations.
  - For a broadcasting company, Wiktor prepared an in-depth benchmarking analysis and negotiation strategy with regards to their core productions. Wiktor liaised with Internal Clients and Procurement team in order to empower the negotiating teams for the future. The project also included developing of a tailored, robust benchmarking tool which helped to analyse cost estimates and prepared for negotiations.

#### **Example Clients**

Organisations Wiktor has worked with include: PKN ORLEN, PGE, PGNiG, PKO BP, PZU, ORLEN UPSTREAM, Tauron, PKP, Grupa PAMAPOL, BUNGE Group, Ministry of Justice, SAP, IBM, Nursery and Midwifery Council, PLL LOT Polish Airlines.