



Adriana Mutiu MCIPS

Adriana is a well-rounded procurement professional with strong analytical skills. Over more than ten years, she has had various roles as a practitioner and as a management consultant. The strongest experiences are on major infrastructure, construction, oil and gas and international development programs.

As an industry practitioner, Adriana sourced materials, services and equipment for precast concrete manufacturing, industrial buildings and infrastructure projects. In oil and gas, she tendered for brownfield refurbishment general construction contractor, for EPCC installations such as water treatment plants, storage tanks, integrated control and safety systems and high pressure injection stations in a public regulated environment.

Adriana has been involved in consultancy projects such as procurement transformation, integration of digital procurement, process mapping, procurement strategy under OJEU, tender documentation preparation and business development, for private and public organisations.

Examples of more recent activities include:

International development

Management of procurement operations across several African continent countries (Malawi, Ethiopia, Uganda, Nigeria).

Project management of Procurement Oversight contract for Malawi's Ministry of Health on behalf of the Health Services Joint Fund partners (major donors' group).

Lead of round table event for senior procurement practitioners on *Value for Money through procurement in Malawi's development environment*; event ideation, design, execution, writing of outcome paper.

Review of supply chain partner practices; data collection, analysis and report writing in the UAE.
Business development with pipeline research and proposals' writing across several African continent countries.

Infrastructure

Development of procurement strategy for major UK infrastructure regeneration scheme; development of ITT documentation, liaising directly with a multidisciplinary team of consultants, enabling negotiations to integrate public authorities' requirements in the procurement strategy.

Support to the preliminary planning and design phase of one of the world's largest public transportation programmes, in Saudi Arabia, consisting of a three-line light metro, buses and ferries; the scope of services included, but was not limited to, the preparation of 9 tender package with contract risk management through FIDIC type contracts.

In closing,

Adriana's preferred approach to meeting objectives is documenting the process, from design to execution. Highly keen on maintaining ethical and fair principles, in personal as well as work life. A firm believer in the value of trust-based relationships built on the consistent delivery of good quality results.

She pushes for clear data and logical analysis of it. Reliable in the direction given to others, as it stems from guided deep-dives and mutually acknowledged insights. She is appreciated by her colleagues for her consistency and perseverance.

Her experiences cover Eastern European countries, the UK, the Middle East and Africa. She holds a BSc in Economic Engineering and MSc in Strategic Procurement Management. She is a Chartered Procurement and Supply Professional, full member of the Chartered Institute of Procurement and Supply.