



Learn more about me and my services by visiting my website:

www.prokaur.com

Annabel Kaur Barry

Procurement Consultant

+44 7775634839 Wokingham info@prokaur.com

My name is Annabel Kaur Barry, an Award Winning Procurement Consultant that fell into Procurement nearly over a **decade ago!** I provide a range of Procurement services for Packaging and Indirect Categories of spend with expertise in IT, Marketing, HR, Professional Services, FM, Capex and Office Supplies. I understand businesses, big and small. I've worked with some of the world's largest and famous companies as well as some awesome startups. Scroll down to see some of those companies I have worked for.

Some of my key successes have been being a finalist for the CIPS Talent Award, creating a fully functioning operating model for one Fortnum and Mason whilst delivering £1.5M budget impact savings, and building a Global Sustainable Procurement Team to consult best practice across 55+ Agencies. I have also formulated and implemented a global Covid-19 crisis plans, a Rapid Procurement Savings Program and developed a revenue generation team within Procurement. In all my work regardless of role, I have always ensured there is a focus on ensuring all the softer overarching business objectives are taken into account such as Sustainability, Ethics, Gender Equality, Green Thinking and raising awareness to employee health. I have been lucky to learn from the best and all my roles have been self managed with a need to be entrepreneurial to be successful.

EDUCATION

CIPS

Runner Up: Talent Award 🏆

2011 - 2014

B.Sc

Bachelor of Science

Reading University: Psychology BSc (2:1)

Jan 2016 - 2017

CIPS Diploma

London Metropolitan University

CIPS's Advanced Diploma In Procurement and Supply

CORE COMPETENCIES

Time Management/Organizational Skills

Awareness: thinking realistically about time by understanding it is a limited resource.

Arrangement: designing and organizing goals, plans, schedules, and tasks to effectively use time.

Adaptation: monitoring use of time while performing activities, including adjusting to interruptions or changing priorities.

Communication

Able to communicate processes and objectives to key internal and external stakeholders at every level and the wider team as a whole to ensure success. In addition, have the ability to lead, manage, motivate and co-ordinate cross-functional teams.

Leadership

"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."

-John Quincy Adams

WORK EXPERIENCE

May 2023 - Current

Head Of Procurement (Consultant) Fortnum and Mason

**FORTNUM
& MASON**
EST 1707

- Development and monitoring of the functional 3-5 year strategy- within 3 months in my position have created £1M savings with an additional 10% saving and revenue target
- Creation of a world class creative Procurement operating model that never existed prior
- Defining the roles and responsibilities of the team and evolving the ways of working from our current practices today
- Implementation of innovative procurement strategies, which will help Fortnum's in buying smartly and efficiently
- Creation of Supplier management and assessment approach in relation to existent and new suppliers, through time/costs analysis and quantitative/qualitative evaluation measures
- Delivering business results in crucial areas such as working capital improvement, productivity, supplier performance, budget management, sustainability
- Establishing the base tools and processes needed to create a best-in-class procurement function
- Jointly establishing the scale of opportunity and setting the short and mid term delivery targets for the function
- Development & management of our Supplier Contract data base
- Lead and develop the procurement team including developing and overseeing delivery of objectives, hosting regular 1-2-1s and defining career development plans
- Developed an insights hub to drive innovation for the business in critical areas such as sustainability and to drive competition
- Host and lead on innovation days as part of a preferred Supplier Program

2019-07 - May 2023

Global Head- Digital and Production Procurement Interpublic Group



Negotiation

Strong negotiation skills that have allowed me to be successful in all business negotiations which have included(but not limited to): High Value \$B contracts, Client Proposals, business process changes, legal disputes, Supplier disputes, general Business needs/disputes.

Strategic Procurement Planning

I have created and successfully delivered Global Sourcing and Category Strategies as well as overarching Procurement Operating Model Strategies.
I also adopt modern strategic thinking to develop and encourage cultural intelligence, the ability to operate within diverse business environments and varied cultural contexts.

Team Development

I adopt the following to ensure effective Team Development that drives high performing teams:

- keep the purpose, goals and approach relevant and meaningful;
- build commitment, trust and confidence with every individual in the team and encourage this within the team also;
- ensure that team members constantly enhance their skills;
- manage relationships from the outside with a focus on the removal of obstacles that might hinder group performance;
- provide opportunities for others without seeking credit;
- get in the trenches and do the real work required
- act as a coach and someone they can feel comfortable to talk to if every there is a personal or professional challenge
- focus on purpose, goals, relationships and an unwavering commitment to results that benefit the organization and each individual

Influencing

Adopt a sales approach when working with other functions to influence key stakeholders to allow the procurement function to drive value across other areas of the business.
Can educate and influence board members and all business functions on procurement agenda to showcase Procurement as a commercial asset to the business.

INTERESTS & HOBBIES

- | | | | |
|---|-------------------------------------|------------------------|---------------------------|
| • Host for chats related to Women Empowerment | • Visiting all National Trust Parks | • Fun Facts of the day | • Training for 2x Ironman |
| | | • Mentor | |

- Leading, creating and executing **New Procurement Operational and Global Sustainable Sourcing Strategy** with a focus on Digital and Production Procurement (**\$2b**) with 55+ Marketing independent Agencies
- Leading and Developing Spend Analytic Programmes to identify Savings and Revenue Opportunities for Agencies
- Lead and Develop Global Supplier Relationship Management Strategy

- Leading on **Diversity and Sustainable Procurement** with respect to strategic direction, operational processes, Procurement Policy, templates and Procurement KPI's that are in line with overarching Business objectives and individual best practice
- Created and mentoring a **Team of 5** Procurement Professionals to deliver Global Operational and Production/Digital Sustainable Sourcing Strategies that allow for the delivery of YOY Procurement Targets such as: **~\$14M-30M Savings, ~\$5M Revenue, 10% Reduction** in Supplier Count, **5%** of Suppliers as Women led Organizations, **5% increase** of recyclable product usage, **10% reduction** on invoices, **5% Increase** in use of Green Cars, **Net Zero 2030**, in high risk categories and **SDG's**
- Conceptualised and launched **UK IR35 process** ready for 2021 saving \$15.9M
- Lead and executed Global Strategy for sourcing of goods and services in response to Covid-19 including (but not limited to) PPE, Refits, IT systems, AI Technology to assist with health assessments, work place booking systems
- Conceptualised and launched a **Quick Savings programme** globally in response to **Covid-19** with an immediate forecast saving of **\$10m** and cash flow benefit of **\$1.8m** within the first week of launching and has continued to grow
- Concurrently direct projects and act as consultant for **winning Client bids** including cost analysis, program execution, performance improvement and developing commercial models as well as Sustainable Procurement Programmes that are more fitting for Client Procurement teams
- Lead negotiations and implementation of regional, local and global multi-million pound contractual agreements in partnership with the internal customer and Individual Agency Legal department
- Develop and coach apprentices to develop excellent Procurement and skills Soft skills to enhance performance and to support driving a high performance team
- Inform, advise and influence the Executive and Management Boards, Regional and Country Directors and Regional Finance Directors on Project pipeline and any strategic and operational procurement matters

2018-03- February 2019 - TUPE over to Hovis 2019- 02- 2019-03

Head of In-directs Hovis
Hawtrey Dene- Client Hovis



- Head of In-direct spend (**£80m**)- Developing, leading and executing an end-to-end In-directs category strategy with an initial focus on aggregating, normalizing and analysing spend data from multiple sources to identify trends and prioritize strategic procurement opportunities
- Average achievement of **20% saving** across all In-direct spend including, but not limited to, **Capex, IT, HR, Occupational Health, Energy, Professional Services, Digital Services, Production, Offshoring, Market Research, and Marketing**
- Self create, continuously improve and embed procurement processes both in the business and within Procurement
- Mentoring and management of Apprentice and Procurement Manager
- Managed and negotiated highly complex and multi million pound contracts with excellent knowledge of contractual terms
- Created and project managed high cost, high risk and highly complex sourcing strategies with the business- a good example would be leading and

executing the outsourcing of Hovis Occupational Health (**35% saving** delivered) in its entirety as well as successfully delivering a new tin cleaning/purchasing model achieving **20% saving**

- Weekly and Monthly reporting to Hovis CEO and Senior Management team

2016-12 - 2018-02

Market Research Category Manager

GlaxoSmithKline GSK

- Developed, lead and executed an end-to-end category strategy on a global, regional and local level for spend of above **£60 million**
- Management and mentoring of 2 apprentices
- Lead and executed high cost (**£20M+**) and high risk sourcing strategies with the business, expertly advising and guiding the process to the best-fit approach, tactics and tools
- Created Global Strategy and led the Digital Transformation of Market Research Category
- Created and implemented procurement toolkits to deliver results from cost savings to supplier relationship management
- Created and successfully implemented pipeline of opportunities to deliver the saving objectives with savings target being **10%** of annual spend
- Developed innovative new commercial models to drive optimal savings and report on key supplier performance metrics
- Aggregated, normalized and analysed spend data from multiple sources to identify trends and prioritize strategic procurement opportunities

2015-01 - 2016-12

Assistant Commercial Manager

Transport for London

- Lead on revenue generating procurement in the public sector-property development, retail development, concession contracts and licensing contracts
- Advised the business on procurement internal procedures, domestic and EU legislation
- Assisted in the development and delivery of a **£1.5 billion revenue-generating** project (Property Partnerships) and multi-million pound contracts
- Lead on sourcing high value products and services (£5m+)
- Lead in the delivery of market analysis to ensure robust business cases and sourcing plans to inform and shape new/replacement contracting vehicles
- Worked across a range of categories including IT, Advertising, Consultancy and Contingent Labour, Transport, Construction and Engineering

P U B L I S H E D

Empathy Modulates the Reward Value of Mimicry: Implications for Imitation based interventions for Autism