



## SAFC Sourcing Services - Project Leader

### Educational Background (Qualifications):

- 10 GCSE's
- 4 A-Levels
- BSc Biochemistry with Molecular Biology (2:1)

### Brief employment history prior to Sigma-Aldrich:

1996-1997 G&A Ltd - Merchandiser in a jewellery supplier to the catalogue industry such as Agros, Littlewoods etc

1997-1998 HSBC – Customer Service Agent

### Brief employment history at Sigma-Aldrich:

1998 - 2005 - Buyer

2005 - Present European Quote Support

### Key career achievement:

- Led a project to optimise the supply chain of Bulk Chemicals between the Milwaukee, Gillingham and UK Chemical suppliers. This led to lower purchase prices, lower stock levels in the UK, quicker cycle times to Milwaukee and improved supplier relations as business was retained and increased instead of shifting to India and China

- Developed processes so Gillingham production can bill customers for services. Our systems can only bill for goods sold.
- Negotiated purchasing cost savings of ~12% for one of the biggest selling products in Europe. Worked with suppliers on how we can increase sales opportunities, which impacts what they sell to us. Improved the co-ordination with Sales support for these product lines so we do not miss out on sales opportunities for this product.
- Led a Third Party Sourcing Trial Project in the UK. This was such a success that this trial is now permanent, leading to expansion of the department and targeting more customers with this service.

### Career Aspirations:

I would say that my natural home is in Supply Chain, so I would like to get involved with more of this on a European or Global basis. I would like to be as successful as I can with this, but with a good work/life balance.