

Jody Ade Coker BSc, MSc (MCIPS)

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Procurement Director

Repeated success driving international procurement strategies and digitisation initiatives

A commercially minded procurement leader with 19 years' global and regional experience in operational and strategic procurement (ANZ, UK & Europe, Middle East). Held a variety of leadership roles involving large-scale projects, transformation programmes, greenfield start-ups, process re-engineering and system implementations. Demonstrated ability to drive change to improve efficiency, reduce waste and maximise cost reduction. A natural communicator and adept at relationship management.

Recently completed an MSc in Procurement, Logistics and Supply Chain Management, which involved research into the impact of Artificial Intelligence (AI) on procurement. Interested in adopting advanced technologies to raise the profile of procurement in supporting sustainable growth and innovation. Completing a course with The London School of Economics and Political Science (LSE) on Automation Implementation in Business (ends mid September 2020).

Expertise Highlights

- ◆ Strategic Sourcing
- ◆ Knowledge Management
- ◆ Process Improvement
- ◆ Artificial Intelligence
- ◆ Stakeholder Management
- ◆ Project Risk Management
- ◆ Innovation
- ◆ Digitisation
- ◆ Machine Learning (ML)
- ◆ Relationships (SRM / CRM)
- ◆ Supply Chain Management
- ◆ Lean Six Sigma
- ◆ Automation
- ◆ Consulting
- ◆ People Development

Professional Experience

Serco Middle East, UAE

Strategic Procurement Manager, Corporate Procurement (August 2016 to May 2019)

Orchestrated all aspects of strategic procurement, change management, and partnership building. Assessed organisational infrastructure and introduced best practices to enhance efficiency and reduce risk. Developed category strategies for annual spend of £170M. Maintained lasting partnerships with strategic suppliers and provided full life-cycle management. Coached and mentored employees to enhance their capabilities. Cross-sold services to increase revenue, productivity, and margin.

Key Accomplishments:

- ◆ Delivered savings through careful development of Middle East procurement strategy.
- ◆ Saved £1M+ through negotiation of subcontractor agreements.
- ◆ Secured buy-to-pay process efficiency that enabled buyers to deliver 650+ projects per annum.
- ◆ Four CIPS ME nominations: Best Cross-Functional Team Work Project, Best Process Improvement Initiative, Best Supplier Relationship Management, Most Innovative Use of Technology.
- ◆ Increased revenue by £1M+ per annum through cross-sell of procurement outsourced solution.
- ◆ Developed solid understanding of ML to drive predictive maintenance.

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Mubadala Development Corporation Business Management Services, UAE

Supplier Management Organisation Leader (August 2015 to February 2016)

Championed best practices to transform function and optimise use of technology. Developed the procurement Business Continuity Plan (BCP). Established the Supplier Relationship Management process. Educated leads and aligned operations across business units. Drove category strategies for spend of £33M.

Key Accomplishments:

- ◆ Established shared services entity for UAE Government Investment Fund.
- ◆ Drove Lean principles to optimise process performance, including: procurement operating model and governance, contracting policy, procedures and guidelines, and e-invoicing process.
- ◆ Provided training in scope development, project management, and contract management.

Origin Energy, Australia

Senior Category Specialist (March 2011 to October 2014)

Facilitated a review of \$1.6B spend to align operations and strategy across group companies. Partnered with cross-functional teams to assess and refine operations. Cultivated a culture of innovation at all organisational levels. Defined, monitored, and reported on KPIs, SLAs, and contract compliance.

Key Accomplishments:

- ◆ Saved over \$10M through strategic cost reduction.
- ◆ Developed innovative fuel solution that supplier adopted to sell to other customers.
- ◆ Established group-wide strategic sourcing function.
- ◆ Designed and established Procurement Enterprise Project Management Office (P-ePMO).

Deloitte, Australia

Strategic Sourcing Manager (January 2010 to December 2010)

Enhanced consulting operations through stringent financial oversight of \$62M spend across Financial Services and Travel Management categories. Owned corporate charge card and travel management processes. Developed and monitored KPIs, SLAs, and contract compliance.

Key Accomplishments:

- ◆ Secured \$50M p.a. corporate charge card deal with Citi Bank.
- ◆ Negotiated improved commercial terms that secured \$1.8M in additional benefits.
- ◆ Developed internal governance tool that delivered operational surety.

Previous Experience (1999 – 2009):

- ◆ **Digitisation Leader (UK) & Sourcing and Facilities Leader (ANZ), GE.**
- ◆ **Business Analyst & e-Procurement Consultant (UK), AstraZeneca.**
- ◆ **Data Analyst (UK), Wunderman.**

Education

Master of Science (MSc), Procurement, Logistics and Supply Chain Management, University of Salford, UK

Bachelor of Science (BSc) Honours, Business Information Systems, Sheffield Hallam University, UK

Automation: Implementation in Business, The London School of Economics and Political Science (LSE), UK

Affiliations

- ◆ Member of Chartered Institute of Procurement and Supply Chain (MCIPS), 2020
- ◆ Yellow Belt Trainer Certification, Serco Middle East, 2018
- ◆ Green Belt Certification, GE Money, UK, 2005