



**The Equipment
Rental Specialist**

GROUP HEAD OF PROCUREMENT

Job Overview

This role involves developing and implementing procurement strategies to ensure cost-effective sourcing, timely acquisition of goods and services, and vendor management to drive efficiencies for the Group. The Head of Procurement will work closely with internal stakeholders to understand their needs and requirements, while also maintaining relationships with external suppliers to negotiate favourable terms and contracts. They will embed and deliver the strategy across the business.

Key Responsibilities

Strategy

- Develop a Group procurement strategy linking into the overall Group strategy and vision
- Be responsible for all spend outside the procurement of kit and capital spend
- Create a centralised procurement team, then lead and manage, providing guidance and direction to ensure efficient and effective execution of procurement processes
- Identify cost-saving opportunities through supplier negotiations, contract management, and strategic sourcing initiatives.
- Establish and maintain relationships with key suppliers, negotiating favourable terms, pricing and contracts to maximise value and mitigate risk.
- Collaborate with internal stakeholders, to understand their procurement needs and requirements.
- Monitor market trends and supplier capabilities to identify potential risks and opportunities for improvement in procurement practices.
- Ensure compliance with regulatory requirements and company policies, including ethical sourcing practices and diversity initiatives.
- Look to implement systems and tools to streamline procurement processes, improve transparency, and enhance reporting capabilities.
- Continuously evaluate and optimize procurement operations to drive efficiency, reduce costs, and improve overall Group performance.

Financial and data

- Cost reduction: implement strategies to reduce procurement costs without compromising quality or performance. Negotiate better pricing with suppliers, consolidate purchases to leverage volume discounts, and/or identify alternative sources of supply
- Financial reporting: Provide regular financial reports and analysis to the senior management team, highlighting procurement performance, cost savings achieved, budget variance, and other relevant financial metrics.

Operational

- Work closely with all Divisional Senior Leadership Teams and Group in understanding their procurement requirements, challenges and planning.
- Work to categorise suppliers as Strategic, Preferred or Approved based on criteria set around criticality and importance to the Group
- Work with divisional teams to ensure smooth operational efficiency



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Governance

- Ensure full compliance with relevant legislation, ethical sourcing, regulation and professional standards
- Work with the Group Risk and Sustainability Director to develop and implement a procurement strategy that aligns with the sustainability goals for the Group

The Ideal Candidate

- A relevant professional qualification and chartered body membership i.e. CSCP, CIPS or equivalent
- Proven experience in procurement management, with a track record of success in developing and implementing procurement strategies.
- Strong negotiation skills and ability to build and maintain effective relationships with suppliers and internal stakeholders.
- Excellent analytical and problem-solving skills, with the ability to identify opportunities for process improvement and cost optimisation.
- Solid understanding of procurement processes, including sourcing, contract management, supplier relationship management, and risk mitigation.
- Strong leadership and management skills, with the ability to motivate and inspire a team to achieve goals and objectives.
- Excellent communication and interpersonal skills, with the ability to effectively collaborate with cross-functional teams and communicate complex ideas clearly and concisely.
- Proven change management, budget, resource and people management skills.
- Negotiation and influencing skills and the ability to inspire the workforce to both manage and deliver change.
- Confident communicator who can manage relationships and is comfortable addressing conflict and resistance to change.
- Excellent presentation skills being able to present to a varied audience in an appropriate manner.
- Ability to demonstrate effective performance monitoring and review skills.
- Proven ability to take ownership of workloads and work on an independent and team basis.
- Adopts a logical and structured approach to work and demonstrates attention to detail.
- Ability to meet deadlines and work under pressure.
- Excellent analysis and interpretation skills.
- Displays a positive attitude and innovative approach to problem solving and is able to justifying decisions made.
- Strong Excel, Word and PowerPoint skills
- Full driving licence