

# Job Description



Job Title:	SENIOR PROCUREMENT CONSULTANT
Reports to:	STRATEGIC PROCUREMENT CONSULTANT
Grade:	G12
Date:	January 2025

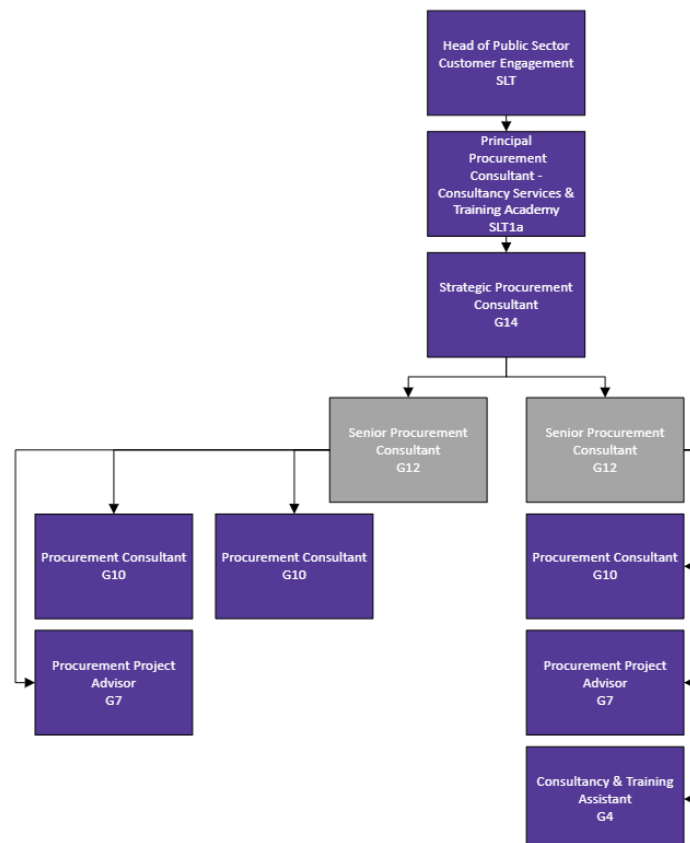
## 1. Job Purpose

Reporting to the Strategic Procurement Consultant, the role will be responsible for delivering Consultancy Services providing proactive and customer focused engagement. The primary goal is to deliver opportunities to grow revenues by engaging effectively and developing strategic relationships with existing and new clients.

The role will be central to driving project customer focused delivery, ensuring that solutions are compliant both with UK legislation and procurement regulations and the client's own internal procurement policy and procedures.

The role will require a high level of collaboration internally with procurement category teams to ensure the best route to market and appropriate procurement procedures are selected.

## 2. Organisational Structure



### 3. Dimensions

The role will be based at YPO in Wakefield; however, delivery of the consultancy projects could be from the customer base as required.

Responsible for delivering innovative solutions for customers of varying complexity, from fully managed end to end project lead to lower complexity support requirements, whilst seeking to develop long term strategic relationships.

Understanding of the market(s) and using commercial judgement to formulate a competitive/value for money commercial proposition for the customer whilst still looking to achieve YPO's revenue and profitability targets.

Responsible for ensuring that solutions developed conform to procurement regulations, the customer's own Contract Procedure Rules and constitution whilst applying a logical and consistent charging methodology and model.

The need to act with pace and momentum, to be agile and act flexibility and with creativity to generate a solution in the required timescales for customers.

Be responsible for delivering complex procurement solutions of a varied nature including but not limited to procurement delivery, pipeline planning, project management, review of strategy and processes.

Deliver against the targets as set out in the procurement project charter, containing key targets and required outputs.

Coach/mentor and supervise Consultancy and Training Support Assistants to ensure successful outcomes are achieved, which includes effective customer engagement and delivery against expectations.

Liaise effectively with the YPO & customer procurement services team to drive maximum benefit from internal expertise and knowledge and to ensure cohesive procurement solutions are developed and implemented.

No budget responsibility.

Has line management responsibility.

### 4. Principal Accountabilities

1. Leadership and Strategy
  - Ensure that the customer solutions are aligned to the overall YPO procurement strategy, Customer procurement strategy, business plan and values.
2. Customer Engagement & Business Development
  - Build effective relationships with customers and to develop growth opportunities and key links with the procurement category teams.
  - Communicate the YPO procurement services offering to key customers and identify opportunities for continued growth and development.
  - To deliver a high-quality service to both meet customer expectations and YPO's, revenue and profitability targets.

- Undertake appropriate market and competitor analysis to both identify new opportunities and inform/shape the YPO offer.
3. Relationship Management
    - Liaise with customers and internal stakeholders to understand requirements and develop suitable solutions ensuring effective and economic use of resources, systems, and processes.
    - Maintain key strategic relationships with public sector partners, fostering YPO's reputation for procurement excellence and customer service at the highest levels within the customer organisations.
    - Ensure regular operational review meetings with customers take place to ensure projects remain on schedule for completion.
  4. Leadership and Team Development
    - Demonstrate the YPO values & ways of working, which support the business strategy and meet customer needs and expectations.
    - Develop training to meet customer requirements in conjunction with the Procurement Academy.
  5. Departmental Strategy and Performance
    - Create innovation solutions for customers that will also help to inform the category strategies within YPO's Procurement Services Team.
    - Work with category teams and Strategic Procurement Managers to establish category management approaches that meet customer requirements for now and in the future.
    - To lead the delivery of specific procurement projects as part of the consultancy services team.
  6. Financial Oversight and Collaboration
    - Proactively engage with current and potential customers to ensure future services meet the needs of the customer plans.
  7. Strategic Contribution, Compliance and People Management
    - Develop proactive growth strategies, tools and ideas that benefit YPO customers.
    - Ensure compliance with corporate governance and legislative requirements.
  8. Stakeholder Engagement and Communications
    - Foster strong working relationships across the organisation, and with key customers, consultants and suppliers.
    - Work with customers and communicate clearly on all aspects of relevant procurement delivery for existing projects and explore opportunity for additional opportunities.
  9. Continuous Learning and Service Excellence
    - Stay up to date with relevant information and professional development opportunities.
  10. Share knowledge and information with the Team to ensure continuous development. Adherence to Standards
    - Ensure services align with legislation, YPO objectives, and policies.

Undertake additional responsibilities within the role's scope and grade as required.

## 5. Planning and Organising

The postholder will:

- Take full responsibility for the planning, organising and delivery of assigned customer led projects, including procurement delivery.
- Meet with clients face to face, and virtually, to plan and update on project progress.

- Undertake extensive internal and external stakeholder engagement to agree and understand timings, financial constraints, subject matter expert support and expected end outputs.
- Contribute to in-year business plans and future procurement strategies.
- Undertake continuous detailed market and gap analysis to assist in identifying new business opportunities and development of the service offering to clients.

## 6. Decision Making

- Involvement in the assessment and decision-making process regarding the development of the service to meet short, medium, and long-term goals and to ensure internal objectives are achieved and clients' needs are met.
- Deliver options appraisals with recommendations to clients as part of the consultancy project.
- Involvement in the assessment and decision-making process regarding new and existing client opportunities.
- Make decisions as to the best bespoke solution for allocated projects ensuring compliance with Public Sector Regulations and the client's policies and procedures.

## 7. Internal and External Relationships

- Public Sector client base – both principal stakeholders and project-based contacts.
- Other external relationships - with agencies, contractors, and suppliers.
- Senior Officers within YPO.
- Other Internal relationships – Business Intelligence & Data, Marketing & Communications, Procurement Services, Human Resources and Contracts & Governance teams.
- Founder member councils – Head of Procurement and Finance Directors and associated forums.

## 8. Knowledge, Skills, and Experience

Area	Essential	Desirable	Assessment
<b>Knowledge</b>			
Full member or studying towards being a member of the chartered institute of purchasing and supply (CIPS) having achieved level 4, or appropriate relevant experience.	x		Application Form
Educated to Degree level or equivalent experience	x		Application Form

In depth understanding of UK public sector procurement legislation, and the current social, economic, legislative, and political environment in which they operate.	x		Application Form/Interview
Knowledge of the market, understanding of the challenges that are faced by the sector.	x		Interview
Commercial knowledge including the sales, margin, profit and loss accounts of categories and the commercial levers to affect change and deliver success.	x		Application Form/Interview
<b>Skills</b>			
Ability to build and maintain effective relationships with both key internal and external stakeholders.	x		Interview
Good commercial awareness and understanding and creative thinking to develop new solutions for clients.	x		Interview
Ability to analyse and understand data and draw conclusions/establish appropriate course of action.	x		Application Form/Interview
Proficient in administration and MS Office.	x		Application Form
Effective communication and interpersonal skills with the ability to communicate to appropriate audiences.	x		Application Form/Interview
Goal orientated and results driven – willing to take ownership and responsibility for allocated procurements/projects.	x		Interview
A positive team working outlook with an appetite for creating and delivering against client expectations and needs.	x		Application Form/Interview
<b>Experience</b>			
Evidence of high-level performance and achievement in a large complex organisation.	x		Application Form/Interview.
Significant experience in a procurement role.	x		Application Form/Interview.
Experience of working in the UK public sector.	x		Application Form/Interview.

Experience of working in a consultancy environment.		x	Application Form/Interview.
Experience of working in a membership organisation.		x	Application Form/Interview.
Experience of working in a dynamic environment and leading business development and change.		x	Application Form/Interview.

## 9. Special Features

A full driving licence would be an advantage.

**Jobholder Signature:**

**Manager Signature:**

**Date:**