

# How to be an Effective Procurement Leader.

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# What makes a Procurement Leader

## The Silos



People

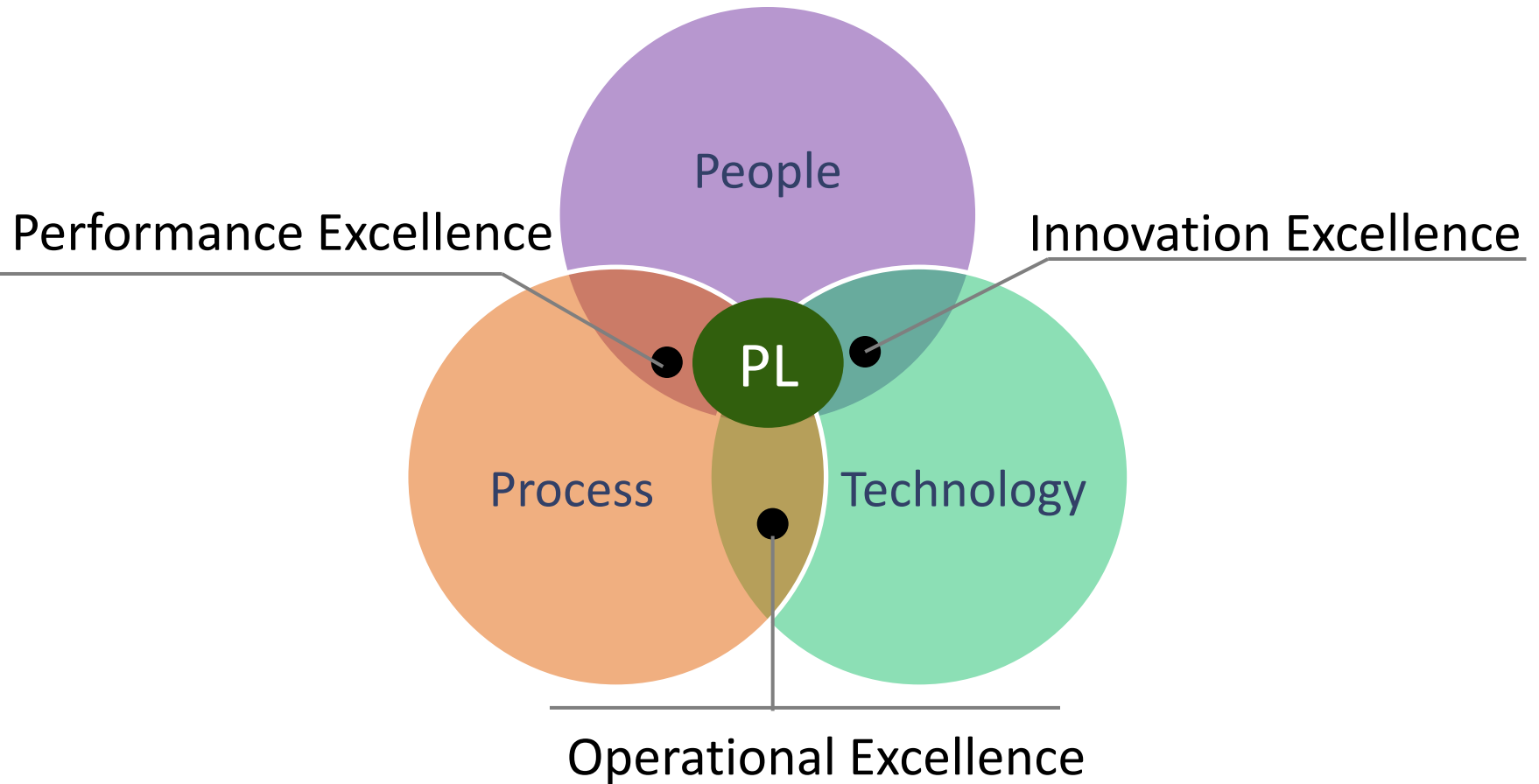


Process



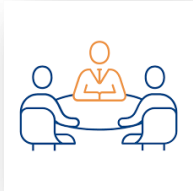
Technology

# What makes a Procurement Leader



# What makes a Procurement Leader

## The 7 Traits (1/2)



Defining procurement strategies that are business- aligned



Procurement decision that are contributing to top and bottom lines



Ability to manage risk proactively and systematically



Uses supplier relationship management, consistently and strategically

# What makes a Procurement Leader

## The 7 Traits (2/2)



Influencing stakeholders to have tailored category strategies



Digital dexterity; embracing technology,  
Creating innovations

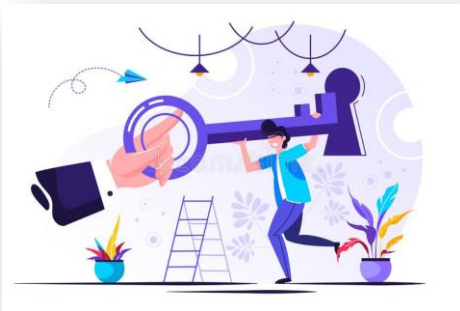


Win the "war for talent"

# What makes a Procurement Leader

## The Key Takeaways

- Align procurement strategy with business needs.
- Make sure suppliers are aboard and ready to support your strategic direction and help eliminate unnecessary costs.



- Speed innovation by finding external sources of ideas and capabilities.

- Understand and manage the full range of supply risks before they happen.
- Justify investments, focus resources, and push for sky-high results.

# What makes a Procurement Leader

## The Bottom Line

**Get collaborative:** Break down internal silos and bring suppliers into the company's processes



**Get creative:** Attract, motivate, retain and capitalize fully on the skills of the changing workforce

**Get connected:** Focus on technology, the kind that will fundamentally change processes, not just automate them.

# What makes a Procurement Leader

## The Concluding Remark



Procurement Leaders  
Must Have a  
**"Disruptive Mindset"**



# THANK YOU!



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