

Strategic Sourcing | Technology Procurement | Vendor Ecosystems | Transformation

Commercially driven leader with 10+ years of experience in procurement, commercial strategy, and technology transformation across Media, Utilities, Defence, and FMCG. Skilled in building and executing category strategies, leading multi-million vendor negotiations, and embedding governance frameworks in complex, regulated environments.

Proven ability to align procurement with business strategy, optimise vendor ecosystems, and deliver sustainable efficiencies. Recognised as a trusted advisor to C-level executives, shaping technology sourcing, frameworks, and insights that enable digital transformation and long-term value creation.

Key Competences

- **Category Strategy & Leadership** – Technology estate strategies, global sourcing, multi-million contract optimisation.
- **Executive Vendor Partnerships** – Managing Tier 1 supplier ecosystems, driving performance, innovation, and ESG outcomes.
- **Digital Procurement & S2P** – Expertise in Coupa, SAP Ariba, SAP S/4HANA, Achilles; embedding compliance and process optimisation.
- **Change & Transformation** – Agile procurement frameworks, process redesign, and cross-functional leadership.

Key Achievements

- Delivered **£8M+ in savings** and added value through category strategies, supplier consolidation, and strategic vendor negotiations.
- Defined and embedded the Commercial Insights Framework at Informa, guiding enterprise-wide sourcing decisions across Technology and Marketing.
- Created and implemented an **Agile Procurement Framework** for Boeing Defence, enabling compliant yet accelerated sourcing within regulated Defence programmes.
- Negotiated and governed global IT contracts across 150+ countries, including Cybersecurity, Hosting, and IAM services.
- Acted as go-to expert for procurement systems (Coupa, SAP Ariba, SAP S/4HANA, Achilles), embedding best practices and contract lifecycle governance.

Academic Qualifications

International M&A Expert (IM&A). IMAA. 2025  
The PowerMBA. 2024  
AI & Innovation. Founderz & Microsoft. 2024  
Black Belt Six Sigma. 2023  
Financial Analysis. Insead. 2023  
CCMP. 2022

MCIPS. 2020  
Scrum Master. TKA. 2021  
Prince 2 Agile Practitioner. AXELOS 2020  
ITIL Foundation. AXELOS. 2020  
BA in Business Administration & Law. Spain  
Fluent in Spanish, Italian and English

Professional Experience

Lloyds Banking Group

July 2025 - Present

— Senior Strategy Lead – AI-Native Procurement Orchestration

- Defining the orchestration strategy and roadmap for the end-to-end procurement lifecycle, leveraging AI and digital solutions to optimise processes, governance, and value delivery while aligning with business objectives and transformation goals.
- Benchmarked market solutions for orchestration and AI, identifying capabilities and risks.
- Defined requirements and use cases for AI in procurement, in collaboration with stakeholders across Procurement, Technology, and Business units.

## **Informa PLC, London, UK**

**Jan 2023 – July 2025**

### **— Senior Commercial Insights Manager**

**Dec 2024 – July 2025**

- Delivered actionable insights across Technology and Marketing, establishing data-driven frameworks and applying vendor analysis, benchmarking, and value modelling to unlock multi-million efficiencies.
- Embedded the Commercial Insights Framework, enabling objective, data-led decision-making across global portfolios.
- Launched the Partners & Market Intelligence model, producing vendor risk profiles, benchmarking, and opportunity scans.
- Co-created the Strategic Insights function, delivering quantifiable opportunities to guide enterprise-wide procurement and commercial strategy.
- Recognised as a trusted advisor to senior leadership, influencing technology and commercial roadmaps.

### **— Technology Commercial Manager**

**Dec 2023 – Nov 2024**

- Managed critical vendor relationships in event technology and digital platforms, leading global RFPs and renewals.
- Redesigned commercial models and payment structures, aligning contracts with business value delivery and securing multi-million savings.
- Simplified and translated complex global contracts into multi-regional frameworks, enabling cost recharge clarity and operational alignment.
- Delivered critical global contracts while minimising P&L impact and supporting strategic objectives.

### **— Transformation Procurement Manager**

**Jan 2023 – Dec 2024**

- Introduced category governance frameworks, bringing visibility and control to technology transformation spend.
- Negotiated and renewed 140+ vendor contracts, achieving efficiencies through vendor rationalisation and consolidation.
- Established new governance processes (renewals, due diligence, categorisation) to strengthen control and reduce risk.
- Positioned as a trusted commercial advisor, aligning sourcing strategies with divisional priorities.

## **Boeing Defence UK, Bristol, UK**

**Apr 2022 – Jan 2023**

### **— Digital Transformation Procurement Lead**

- Designed an Agile Procurement process, improving procurement cycle times and supplier engagement, enhancing the adaptability of procurement activities.
- Collaborated cross-functionally with technology teams, driving procurement initiatives that supported long-term digital transformation goals.

## **Mondelēz International, Bournville, UK**

**Oct 2021 – April 2022**

### **— Global IT Sourcing Manager**

- Managed the global BT hardware & peripherals framework across 150+ countries with Asset Management, ensuring consistency and value delivery.
- Drafted and negotiated Statements of Work in Cybersecurity, IAM, Hosting, and Assets, securing improved terms and alignment with business objectives.
- Played a pivotal role in managing the commercial relationships with key IT vendors, achieving contract terms that optimized both cost and risk.

## **National Grid PLC, Warwick, UK**

**Nov 2017 – Oct 2021**

### **— IT Specialist - Global Procurement**

**Apr 2019 – Oct 2021**

- Delivered major IT sourcing projects including the Contract Management Tool, Mobiles Network Strategy, and SCADA procurement, achieving multi-million efficiencies.
- Managed the ADAM framework, overseeing call-offs and ensuring governance and value delivery.
- Reduced sourcing cycle times by 33% for niche technology tenders by redesigning frameworks for agility and accessibility.
- Acted as the go-to expert for procurement systems (Coupa, SAP Ariba, SAP S/4HANA, Achilles), embedding governance and contract lifecycle best practices.

### **— Construction Buyer - Capital Delivery - Global Procurement**

**2017 – 2019**