



## David Stanford

David is a director and founder of Procurement Alliance and has gained extensive procurement and strategic sourcing experience working with large multi-national organisations.

David has developed and executed global procurement strategies and has a track record of achieving significant supplier improvements and cost reductions across high profile and complex deals and outsourcing arrangements in Australia, Americas, Europe and Asia.



Procurement Alliance

### FOCUS

- Strategic Sourcing & Transformation
- Negotiation and supplier development
- Relationship Management
- Cost and Financial Management
- Programme Project Management

### SPECIALIST EXPERTISE

- David is a sourcing and procurement specialist that has been responsible for building or establishing procurement functions in large, multinational organisations across a broad range of indirect spend categories.
- David has developed and implemented a range of innovative supply solutions that consider a whole of supply approach, coupling improved supplier arrangements and changes to internal behaviours and processes. .
- He has a practical approach that considers strategic and operational requirements, understanding organisation and stakeholders requirements and exploration of alternative scenarios to ensure implementation of solutions to deliver sustainable value and bottom line benefits.

### EXPERIENCE

- David has held several senior procurement roles including Melbourne Commonwealth Games, Macquarie Group and Westpac.
- He has led large scale strategy and procurement projects and been responsible for transformation of procurement functions from tactical buying to formalised strategic sourcing capabilities.
- David has worked across a range of industry sectors including
  - Telecommunications;
  - Major events
  - Financial services; and
  - Mining

### QUALIFICATIONS

- Bachelor of Science (University of Melbourne)
- Procurement Executive Program ( Melbourne Business School )