

Candidate name:	Jenni Pickles
Candidate statement:	<p>Why I am interested in applying for the role</p> <p>I believe that all children should have the opportunity to receive a high quality and consistent education as part of the national curriculum.</p> <p>During the early 90s when the education system was reorganised to abolish middle schools, I experienced catastrophic disruption to my education when I was moved up a school year (from year 4 to year 5) due to capacity issues. There was no additional support from the school. I felt the detrimental impact of this decision, both socially and educationally, for the remainder of my school years.</p> <p>With the benefit of my experience, I feel I can contribute towards shaping Highfields future education strategy to improve outcomes for the children, providing them with the best possible start to their educational journey.</p> <p>In my profession as an IT Procurement Manager in the financial services sector, I have built up a number of transferrable skills that could be applied to this role. I enjoy learning new skills and this opportunity would provide me with further experience working with a SLT to develop my skills for career progression.</p> <p>How I plan to contribute to the future work of the board</p> <p>I have worked in the procurement and commercial field for over 13 years, in varied sectors including regulated organisations. My experience includes category management, commercial and contract negotiations, supplier and stakeholder management, market and cost analysis as well as budget planning. This has provided me with a broad skillset to define strategies, manage people, processes and projects. These are combined with analysing and negotiating commercials and contracts.</p> <p>I am currently taking part in a 7 month leadership programme where I am learning new skills to lead and manage effectively.</p> <p>Category management planning and strategic procurements have given me the experience of identifying and implementing strategies across categories of spend, setting objectives and managing supplier performance to realise benefits. A continuous review approach is taken to manage performance, with lessons learnt documented and applied to the next phase of the category strategy.</p> <p>Through the management of a wide variety of stakeholders with varying priorities, I have developed highly accomplished interpersonal and negotiation skills. I use these to deliver procurement led category strategies by gaining senior stakeholder support to implement change across the technology teams.</p> <p>Stakeholder engagement is critical to the success of any procurement project. I ensure that I have cross functional understanding of budget holder's requirements in order to deliver sustainable cost savings, balanced against a strong focus to maintain high levels of supplier quality and service delivery. This is vital in supporting the performance of my internal customers' objectives.</p> <p>Working closely with my stakeholders and Finance Business Partners, I contribute towards the annual budget planning process. During the year savings and cost avoidance are recorded and where spend will exceed the budget, I ensure that the appropriate governance is completed ahead of committing to the spend.</p> <p>I have experience of negotiating complex contracts with suppliers, sometimes under challenging circumstances. I display good commercial acumen and understanding of contract constructs. Where suppliers are under performing, I have</p>

a successful track record of managing them to improve by identifying the failure and/or contributing factors and implementing measurable objectives.

As an experienced member of a green field Third Party Management team over the last 2 years, I have contributed towards the successful delivery of the target operating model. This has included documenting and implementing the new Third Party Management policies and procedures, as well as rolling out to the business through training and education.

Key attributes of a procurement professional are integrity and maintaining confidentiality. Day to day, I have access to a lot of confidential information. I continuously make judgement as to what information can be shared with whom, as it is not always explicitly stated that information is confidential.

My employer is supportive of development opportunities such as this, providing the flexibility to attend school/training during working hours and I have 14 volunteering hours a year to contribute in addition to my own time.