

# Christopher Cooper

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## Professional profile

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A dynamic senior manager with extensive procurement operations and project management experience within the retail sector. A competent strategist capable of developing innovative plans and activities designed to facilitate competitive growth and competitive superiority. Possesses excellent interpersonal, communication and negotiation skills, the ability to influence decisions and to develop positive relationships both internally and externally. Enjoys being part of, as well as managing, motivating, training and developing, a successful and productive team and thrives in highly pressurised and challenging working environments.

## Career summary

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**2004–date**                      **J SAINSBURY PLC**

**2008–date**                      **Senior Project Manager – International Buying Office**

- Creating and implementing an innovative strategy to facilitate the seamless integration of Turkey and Asia into IBO procurement
- Additionally responsible for the development of a key strategy for the Global Direct Sourcing function

**2008**                              **Senior Buying Manager – Added Value Foods**

- Fully accountable for the Beers, Ales and Cider category with £711 million sales delivered across the UK and ROI on brands and own brand products
- Providing management and support to a dedicated buying and marketing team and motivating them towards the achievement of objectives
- Successfully streamlining processes whilst creating a buying scale by leveraging the international business
- Proactively managing increasing challenges including rising costs of commodities, duty and energy to enable J Sainsbury to outperform the market and retain market share

### **Key Achievements**

- Successfully overachieving budgeted sales by 12% (£25 million) whilst negotiating an additional £12 million in business plan support

**2004–2008**                      **Head of Category – Produce Group Sourcing**

- Personally responsible for the creation and implementation of a Produce Central Buying Process to leverage economy of scale for J Sainsbury Group and facilitate subsequent cost savings
- Managing day to day operations within Group Sourced Fresh Produce Category (vegetables, salads and horticulture) with responsibility for strategic growth and development
- Responsible for €208 million sales across the Group with a team of Buyers and Buying Managers based in UK, Ireland, Slovakia, Czech Republic, Hungary and Poland
- Delivering increased product quality and reduced costs in accordance with customer expectations as a direct result of developing capability within the team and the supply base

### **Key Achievements**

- Receiving an award from Sainsbury's Main Board for delivering group savings of £20 million in the first year whilst simultaneously overachieving the savings budget by £800,000
- Consolidating and establishing fresh hubs in Czech Republic, Slovakia, Poland and Hungary to leverage economy of scale
- Leading on the implementation of a new buying structure, involving substantial operational change, new processes and systems to enable a move towards a Group Procurement Strategy and the implementation of best practices
- Playing a pivotal role as a senior member of a leadership team tasked with creating and expanding a multi-national produce buying team in the UK with achievements including delivering 60% of produce and horticulture procurement in CE and 5.5% of produce procurement in UK
- Introducing an innovative new range of cut flowers in CE with an annual budget of €20 million delivering 25% margin
- Establishing direct procurement from growers on Indian and Thai cut flowers to facilitate the delivery of the direct sourcing strategy

## Career summary cont.

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**2003–2004**

**UNITED WORLD COMMUNICATIONS, NAIROBI, KENYA**  
**Owner / Executive Director**

- Establishing and managing a communications centre in Nairobi to provide unique communications options for the general and expatriate business community to enable NGOs and Missions to securely transact the financial aspects of their organisations

**1997–2003**

**TESCO UK LTD**  
**Head of Fresh Produce Procurement UK & ROI**

- Commencing employment in a retail management and store expansion capacity before progressing through to Head of Produce responsible for seasonal non-food buying for UK and ROI
- Managing departmental operations covering 400 stores and 7 regional distribution centres with full accountability for 13% of company sales, £90 million annual turnover and profit margins in excess of 40%

### **Key Achievements**

- Successfully doubling sales participation from 6.5% to 13% whilst driving a strong annual like for like of 15% and overall growth of 35% over 3 years
- Establishing a successful 7 days fresh cut flower business delivering 500% growth in the first year

**1995–1996**

**REGAL MOVING & STORAGE INC, NEW YORK, USA**  
**Director**

**1992–1994**

**REPAKS TRANSPORTE GESMBHH, VIENNA, AUSTRIA**  
**Managing Director / Owner**

**1990–1992**

**UN DISENGAGEMENT OBSERVER FORCES, DAMASCUS, SYRIA**  
**Military Police**

## Formal qualifications

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Leadership Development Programme (2009)

- Business Leaders of Today
- Create the Vision & the Need for Change
- Sell & Communicate with Impact
- Gain Commitment & Engage Team
- Business Plan

## Professional training

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- Negotiation Skills
- Ethical Buying
- Advanced Negotiation Skills
- Situational Leadership
- Range Management
- Competition Act
- Coaching & Feedback
- Performance Management

## Other details

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**Languages**                      Fluent German  
**IT proficiency**                Word, Excel, PowerPoint and GMIS  
**Driving licence**                Full/Clean  
**Interests include**              Swimming, Cycling, Triathlons and Art (Painting)

References are available on request

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