

# MICHAEL CHARLTON

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## Career Profile

Purchasing & Supply Consultant

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## Key Areas of Expertise

### **Automotive Industry**

Extensive experience providing project management and consulting services within the global automotive industry. In depth understanding of core automotive business processes, including negotiation tactics, sourcing, business acquisition, consolidation and e-procurement. Highly successful in developing the use of Internet auctions for the automotive industry. Hands-on experience with latest purchasing processes including Web-based initiatives to eliminate supply chain waste.

### **Project Management & Business Acumen**

Successful record of leading teams in the re-engineering of purchasing management processes. Able to define, communicate, and fulfil the project's goals and break complex issues into manageable parts. Demonstrated performance has resulted in a highly successful career at a major consultancy practice.

### **Results-Orientated Team Leader**

Work collaboratively with team members to achieve common goals, while maintaining responsibilities and commitments. Fosters professional growth through mentoring relationships and a focus on training and development.

### **Communication Skills**

Demonstrated ability to communicate effectively with clients and promote products and services. Background includes extensive international travel and exposure to different cultures. Multilingual with fluency in English, German, French and Spanish.

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## Professional Experience

**A BIG 5 CONSULTING COMPANY – www.big5.co.uk – Manchester, UK**  
**Senior Partner, Purchasing & Supply Sector**

**December 199x to present**

Promoted to the position of Senior Partner to lead the purchasing and supply division. Responsible for generating sales in excess of £X million. Train and direct 6 management consultants in e-procurement, Internet auctions, strategic purchasing, ERP and MIS.

Extensive experience providing strategic solutions to multi-national clients, including ABC Inc, XYZ, 123 plc, and 321 Inc.

**Partner, Purchasing & Supply Sector**

**19xx – 19xx**

Untaken procurement projects in Europe and N. America. Wide ranging assignments for blue chip companies in the electronics, automotive, FMCG and telecommunications sectors.

**ACTION AUTOMOTIVE PRODUCTS – www.a-ap.com – Birmingham, UK**  
**Director Of Procurement**

**19xx – 19xx**

Promoted to join board of directors of a global tier 0.5 automotive supplier. Responsible for spend of £XX Billion across 6 divisions in over 450 facilities. Managed a team of 400 purchasing staff in 33 countries.

**Divisional Purchasing Manager,**

**19xx – 19xx**

Developed professional procurement capability in Interior Trim Division. Responsible for spend of £X billion in 186 manufacturing facilities. Managed a team of 96 staff in 19 countries. Implemented best practice purchasing and supply processes across all Divisions.

**AIR CONDITIONED COMPONENTS – www.Ac-comp.ltd.com – Oxford, UK**  
**Supply Manager**

**19xx – 19xx**

Responsible to Managing Director for supply side of a major automotive company. Implemented strategy of outsourcing non-core business and introduced a methodology for supply base reductions. Re-engineered the purchasing function to reduce tactical activity and focus on strategic opportunities.

**BRITISH TRIM – Birmingham, UK**  
**Senior Buyer**  
**Lead Buyer**

**19xx – 19xx**

**19xx – 19xx**

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## Education & Training

**MBA – University Of Central England, Birmingham, UK,**  
**CIPS Professional – Sandwell College, West Midlands, UK**

**19xx – 19xx**

**19xx – 19xx**

**Recent professional training – Capital & High Value Purchasing, Facilities Management, IT Law, EC Procurement Directives, Latest Developments in E-Commerce Law**