

Emma Rothwell MCIPS
Procurement, Supply Chain Management and International Trade
Worcestershire
Mobile: 07714 167309 Email: emma.rothwell@martley.org
www.linkedin.com/in/emma-rothwell-mcips-02

PROFILE

A highly driven and dynamic procurement professional with nineteen years in supply chain management possessing a strong operational background in engineering, aerospace, healthcare and automotive industries. Proven track record of delivering successful transformational strategic procurement initiatives by driving cost effective results to maximise profitability through the preselection and partnership of a portfolio of global suppliers and international trade solutions. Conscientious and efficient in achieving operational goals and KPI targets, persistent when faced with complex challenges, solves problems using best practice techniques whilst remaining calm and pragmatic in the most stressful of situations. Experience of leading teams for ten years; promotes effective team working using strong leadership skills to empower individuals. Shares knowledge and encourages openness whilst tailoring language, style and format to match the audience to engage honestly with stakeholders at all levels, from shop floor operatives to c-suite executives. Demonstrates strong commitment to building processes that are cost effective and operationally relevant. Constantly driving improvements by thinking outside the box and will not settle for the status quo.

CORE COMPETENCIES

- Accomplished in procurement and supply chain management at strategic, operational and tactical levels
- Procurement project management including 'New Product Introduction' (NPI), especially in highly regulated environments
- International trade with a wide knowledge of far eastern trading including import and export compliance
- 'Hands on' experience as procurement and supply chain stakeholder for the implementation of three new ERP systems; SAP R/3, SAP S/4HANA and Slimstock
- Extensive experience in working with ISO 9001, ISO 14001, ISO 13485, AS9100 and TS16949

KEY ACHIEVEMENTS

- Implementation of KPI's to improve supplier performance in the supply of metal, bought out components and heat-treated parts which saw quality count increase by 15% and OTIF deliveries increase by 35%. Achieved by setting clear target boundaries with suppliers, relationship management and continuous improvement techniques
- Delivered options to senior board on strategic supply chain solutions; including material flow improvements, warehousing solutions and re-negotiation of logistics contracts securing a £2M investment in UK inventory, driving sales order book performance resulting in OTIF increase from 67% to 95%
- Reduced out of stock SKU's from £150k to £15k in three years
- Saving £2M in penalties by working closely with HMRC during import audit, only two weeks into a new role. Followed by implementation of new procedures to safeguard future importing
- Management and execution of disaster recovery plan following 'total loss' fire at external 3PL warehouse, including procurement of newly leased warehouse whilst dealing with insurers and loss adjusters in connection with fire related losses of circa £3M

PROFESSIONAL DEVELOPMENT ACHIEVEMENTS

- Full Member of The Chartered Institute of Procurement and Supply (MCIPS)
- CIPS Diploma (level 4) in Procurement and Supply
- NVQ level 2 in Operational Performance and Business Improvement including KAIZEN trained

EMPLOYMENT EXPERIENCE

Head of Procurement | Mettis Aerospace Ltd

January 2023 – March 2025

- Head of Group Procurement leading a team of eleven, consisting of three direct reports along with their respective teams
- Accountable for annual spend of circa £60m across direct, in-direct and subcontract categories
- Responsible to the re-invigoration of the procurement function namely addressing supply chain risks in relation to raw material, direct, in-direct and subcontract categories of spend, whilst ensuring adherence to customer approved sealed processes connected with aerospace accreditations including AS9001, NADCAP and ITAR regulations
- Responsible for the delivery of procurement activities associated with new product introduction and key projects alongside multidisciplinary teams with a focus to address productivity, exploit key investment funding by returning value into the supply chain and the reporting of milestones to c-suite stakeholders, capital investors and shareholders
- Legal representative for the business unit encompassing obligations associated with the procurement cycle from contract negotiations, supplier performance measures, framework author and risk management including business continuity planning
- Executive level member of the Environmental, Social and Governance (ESG) committee
- Security clearance including DBS, SC, CAA and ITAR

Supply Chain and Logistics Manager | Deritend International Ltd – T/A Doncasters Precision Castings

July 2021 – December 2022

- Head of department for supply chain and logistics function; leading team of ten across both disciplines. Later restructured to two direct reports and their respective teams
- Member of senior leadership team with heavy involvement in the daily operations of UK business
- Responsible for all company purchases of goods and services expenditure covering an annual supplier spend of circa £50M and a stock value of £2M
- Commercial risk lead for business unit, working closely with group counsel
- Responsible for importing super alloys into the UK from European sources
- Regular reporting to shareholders, investors and group stakeholders regarding supply chain strategies, cost-effective procurement solutions, cost savings and cost avoidance
- Continuous improvement champion for inventory and logistical activities including GEMBA walks and challenging production flows using value stream mapping
- Responsible for procurement and logistical compliance encompassing supplier assurance, supply chain performance management and contract management in accordance with ISO 9001 and customers' quality requirements

Supply Chain Manager | voestalpine High Performance Metals UK Ltd

August 2020 – June 2021

- Head of department for the supply chain function with fourteen direct reports
- Responsible for all company purchases of goods, services and CAPEX expenditure covering an annual supplier spend of circa £75M and a stock value of £21M
- Brexit lead for UK business unit and advisor for European sister companies
- Responsible for importing steel into the UK from worldwide suppliers; mainly from European mills
- Regular reporting to group procurement stakeholders at Vienna HQ regarding supply chain strategies and cost-effective procurement solutions
- Continuous improvement champion for inventory based activities
- Export Control Manager responsible for export control compliance for oil, gas and aerospace sectors
- Extensive knowledge of SAP MRP, SAP S/4HANA, Celonis, SAP AEB Export Control and MS suite

Procurement Manager | Joerns Healthcare Ltd

December 2015 – May 2020

- Head of department for procurement and imports; leading a team of four in UK, two in USA and two in Netherlands.
- Key member of operations department with heavy involvement in the daily running of the business; chartered member of UK operating board plus operational involvement with Benelux sites
- Responsible for all company purchases of goods, services and CAPEX expenditure overseeing an annual supplier spend of circa £15M and an inventory value of £4.7M stored in VNA warehouse
- Overseas sourcing with extensive experience of far eastern trading; managing a portfolio of suppliers in Europe, China, Taiwan, North America, Mexico and Canada
- Project procurement lead for all new product introductions, working with cross functional teams to achieve customer requirements, superior quality and compliant products whilst constantly seeking best value to increase profitability, boost market share and maximise return on investments
- Lead change agent for UK operational strategies covering a broad portfolio from warehouse relocations, MRP phase-in, GS1 bar coding and PEPPOL implementation
- Utilise analytical skills to assess and control materials, services and subcontract costs in accordance with budgetary targets against annual operating plan using forecast and consumption data
- Leading the purchasing team in resolving bottlenecks, delays and inefficiencies to reduce out of stocks, maximise product turnover and transform customer delivery performance
- Supplier relationship management including implementation of quality control and timebound KPI's, supplier performance analysis, contract management and feedback forums
- Regular reporting to global owners and high-level stakeholders to recommend supply chain strategies and cost-effective procurement solutions
- Responsible for importing products into the UK from worldwide suppliers, including negotiation with freight forwarders for optimal pricing and efficient forms of multi modal transport
- Extensive knowledge of SAP MRP, SAP S/4HANA, Smartsheet, MasterControl and MS suite
- Overseas travelling experience

Supply Chain Manager | TTSAW Ltd

June 2014 – October 2015

- Management and co-ordination of all supply chain activities including the negotiation of metal purchases in accordance with project budgets to deliver best value, cost effectiveness and quality materials for aerospace and land-based turbine applications
- Senior member of management team with significant involvement in the daily running of the business working closely alongside Director and Operations Manager
- Responsible for measuring monthly KPI's on cost savings and supplier performance. Manage supplier base to maintain OTIF metal deliveries >85% and quality pass rate >95%
- Inventory control including co-ordination of annual stock takes and effectively maintain KANBAN systems to ensure efficient flow of materials to production line and maintain capacity planning requirements
- Responsible for import and exports control including management of export license applications and tariff coding of tooling and components
- Responsible for administering compliant inward processing relief (IPR) documentation for turbine tooling requiring repair in the UK before being re-exported to global customers

Purchasing Administrator | WPS Ltd

May 2012 – May 2014

Purchasing and Logistics Administrator | Superform (Luxfer Group)

November 2008 - May 2012

Purchasing and Engineering Administrator | Precision Engineering Ltd

October 2006 – October 2008

EDUCATION & TRAINING

Chartered Institute of Procurement and Supply (CIPS) - April 2019 – September 2020

Level 5 Advanced Diploma

Level 6 Professional Diploma in Procurement and Supply

Simultaneously to achieve MCIPS

Oxford College of Procurement and Supply - November 2017 – May 2019

CIPS Level 4 Diploma in Procurement and Supply

Manufacturing Excellence Ltd (Innovate) - April 2018 – April 2019

NVQ Level 2 in Business Improvement Techniques (Process Improvement)

Adult apprenticeship in Improving Operational Performance

Worcester College of Technology - September 1999 – May 2001

CERTIFICATES

Ethics in procurement and supply (annual assessment via CIPS)

International trade compliance management

Advanced import documentation and procedures

Incoterms 2010 and 2020

Tariff classification

Customs inward processing relief

Export control documentation and procedures

ACAS – essential skills for line managers

Leadership mindset

Performance and Development Review for Manager

VOLUNTEERING ROLES

CIPS Branch Secretary and Advisor for Herefordshire and Worcestershire cohort – January 2022 - present

Parish Councillor and young people's champion for rural west Worcestershire - 2007 - 2009

REFERENCES

Available upon request