



With a strong track record in the UK and EMEA recruiting top talent for the Procurement and Outsourcing Sectors, Ken McCarthy joined the Farn Williams Group to head his own Company. FW Procurement is already emerging as a leader in the highly competitive Procurement, SCM and outsourcing space, specialising in Mid to Senior level Procurement Leaders and Heads of Strategic Sourcing.

FWP’s network of candidates have an outstanding strategic mindset and particularly strong relationship management skills can be put at the service of new customers internationally. Now that increasingly complex sourcing arrangements which deliver on promised cost-savings and efficiency targets are mission critical, candidates also require the change management skills necessary to lead the subsequent business transformation. FWP brings international candidates that possess not only strong legal and purchasing expertise but the ability to engineer a team approach to deliver real benefits from the ever-collapsing supply chain in the drive for ever-greater efficiencies and results.

We understand that candidates need business skills not only technical skills - and a deep curiosity about other people’s business models able to build strong relationships based on trust and confidence, working transparently with staff, customers and suppliers. FWP will provide the best in class candidates across;

Even top name companies struggle with new and different skill demands and wrestle with how to set up the right governance structure to work effectively with service providers. Not least is the question of how to manage service delivery following the implementation of outsourcing agreements

As we have found working for customers in advanced 3PL and third party Co-Packing, Manufacturing and Logistics in Western, Central & Eastern Europe, a far greater creativity needs to be applied to the problem. Companies have to clearly identify their strategic imperatives and then organise people to support them. A business outsourcing deal transitioned to a multi-partner sourcing program (which may include selective insourcing, off shoring, infrastructure and business process Outsourcing) may be split into service delivery and service development – and managing service delivery and agreeing new sourcing arrangements are very different.. The Key Issues are;

- where to find the leadership talent to deal with outsourcing when there aren’t enough people out there who have already done it successfully
- how to target, attract and retain talent

“This is where we come in”; - Ken McCarthy

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Key Industries

- Banking
- Utilities and Natural Resources
- Automotive
- Technology and Converging Media
- Commerce & Industry
- Retail and FMCG

Key Functions

- Procurement Director / MD
- Supply Chain Leader
- Logistics Management
- Sourcing Leader
- Business Outsourcing Consultant
- Purchasing Director / Manager

Key Geographies

- UK
- C. Europe, Russia & CIS
- Middle East, Africa
- Other EMEA Emerging Markets
- Germany, France, Nordics

Testimonial

Due to my previous good experience with Farn Williams in Emerging Markets, I approach them first to come up with a very tight and qualified short list of international candidates within a short period of time. Given the specialist and close knit nature of the Power industry searches have to be conducted with the utmost discretion but also speed. Farn Williams find a high quality group of candidates within the required timeframe and provide a thorough interview and reference checking process. I am very happy with the hires we have made and with the service provided by Farn Williams.

Regional Vice President, Power Generation, AES Corporation

Additional Referee:

John McLaren

Vice President Operations, Europe & Africa



Contacts

Ken McARTHUR
General Manager

Jonathan BROWN
Central & Eastern Europe local hires

Stephane GODEC
France, Middle East & Africa

