

# Jody Ade Coker BSc (Hons), MSc (MCIPS)

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## Procurement Director

*Repeated success driving international procurement strategies and digitisation initiatives*

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A commercially minded procurement leader with 19 years' global and regional experience in operational and strategic procurement (ANZ, UK & Europe, Middle East). Held a variety of leadership roles involving large-scale projects, transformation programmes, greenfield start-ups, process re-engineering and system implementations. Demonstrated ability to drive change to improve efficiency, reduce waste and maximise cost reduction. A natural communicator and adept at relationship management.

Expertise in delivering procurement projects across industries including Commercial and Consumer Finance, Education, Facilities Management, Government, Healthcare, Military, Oil & Gas, Pharmaceuticals, Sovereign Wealth and Transportation. Recently completed an MSc in Procurement, Logistics and Supply Chain Management, which involved research into the impact of Artificial Intelligence (AI) on procurement. Interested in adopting advanced technologies to raise the profile of procurement in supporting sustainable growth and innovation. Completing a course with The London School of Economics and Political Science (LSE) on Automation Implementation in Business (ends mid September 2020).

### Expertise Highlights

- ◆ Strategic Sourcing
- ◆ Knowledge Management
- ◆ Process Improvement
- ◆ Artificial Intelligence
- ◆ Stakeholder Management
- ◆ Project Risk Management
- ◆ Innovation
- ◆ Digitisation
- ◆ Machine Learning (ML)
- ◆ Relationships (SRM / CRM)
- ◆ Supply Chain Management
- ◆ Lean Six Sigma
- ◆ Automation
- ◆ Consulting
- ◆ People Development

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## Professional Experience

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Serco Middle East, UAE

**Middle East Strategic Procurement Manager, Corporate Procurement** (August 2016 to May 2019)

Orchestrated all aspects of strategic procurement, change management, and partnership building. Assessed organisational infrastructure and introduced best practices to enhance efficiency and reduce risk. Developed category strategies for annual spend of £170M. Maintained lasting partnerships with strategic suppliers and provided full life-cycle management. Coached and mentored employees to enhance their capabilities. Cross-sold services to increase revenue, productivity, and margin.

### **Key Accomplishments:**

- ◆ Delivered multimillion-pound savings through development of Middle East procurement strategy.
- ◆ Saved £1M+ through re-negotiation of 25 subcontractor agreements.
- ◆ Secured buy-to-pay process efficiency that enabled buyers to deliver 650+ projects per annum.
- ◆ Four CIPS ME nominations: Best Cross-Functional Team Work Project, Best Process Improvement Initiative, Best Supplier Relationship Management, Most Innovative Use of Technology.
- ◆ Increased revenue by £1M+ per annum through cross-sell of procurement outsourced solution.
- ◆ Developed solid understanding of ML to drive predictive maintenance.

## ***People Leadership:***

- ◆ Direct responsibility and day-to-day management of a multi-cultural team of twelve staff, comprising a Serco procurement team (5 staff) and client (Cleveland Clinic Abu Dhabi) procurement team (7 staff).
- ◆ Coached team members to develop a high performing team as demonstrated by achievement of four CIPS nominations.
- ◆ Managed extended procurement team, which involved direct responsibility for 25+ subcontractor relationships of varying size and complexity.
- ◆ Drove continuous improvement culture within sub-contracting team, enabling the delivery of high quality services and compliance to the Serco Management System. This was critical to managing reputational risk for a high profile healthcare organisation.

Mubadala Development Corporation Business Management Services, UAE

## **Supplier Management Organisation (SMO) Leader** (August 2015 to February 2016)

Championed best practices to transform function and optimise use of technology. Developed the procurement Business Continuity Plan (BCP). Established the Supplier Relationship Management process. Educated leads and aligned operations across business units. Drove category strategies for spend of £33M.

## ***Key Accomplishments:***

- ◆ Established shared services entity for UAE Government Investment Fund.
- ◆ Drove Lean principles (including leading mini-Lean workouts) to optimise process performance, including: procurement operating model and governance, contracting policy, procedures and guidelines, and e-invoicing process.
- ◆ Provided training in scope development, project management, and contract management.

## ***People Leadership:***

- ◆ Responsible for a multi-cultural team of two staff, which grew to five after 3 months when promoted to SMO Leader.
- ◆ Significantly improved the performance of an underperforming team. Achieved through one-to-one and team coaching, as well as facilitation of lean workouts to up-skill and support the team to implement operational best practices.

Origin Energy, Australia

## **Senior Category Specialist** (March 2011 to October 2014)

Facilitated a review of \$1.6B spend to align operations and strategy across group companies. Directly managed \$240M of spend in Professional Services and Bulk Fuel categories. Partnered with cross-functional teams to assess and refine operations. Cultivated a culture of innovation at all organisational levels. Defined, monitored, and reported on KPIs, SLAs, and contract compliance.

## ***Key Accomplishments:***

- ◆ Saved over \$10M through strategic cost reduction.
- ◆ Developed innovative fuel solution that supplier adopted to sell to other customers.
- ◆ Established group-wide strategic sourcing function.
- ◆ Designed and implemented Professional Services panel
- ◆ Designed and established Procurement Enterprise Project Management Office (P-ePMO).

**People Leadership:**

- ◆ Established a credible procurement team (6 staff). This involved recruiting experienced team members, and re-training existing staff from other areas of the organisation.
- ◆ The team built strong business relationships across the organisation, leading to large-scale cross-business projects, management of procurement spend, strategies, and solutions, in an organisation that had historically operated in silos.

Deloitte, Australia

**Strategic Sourcing Manager** (January 2010 to December 2010)

Enhanced consulting operations through stringent financial oversight of \$62M spend across Financial Services and Travel Management categories. Owned corporate charge card and travel management processes. Developed and monitored KPIs, SLAs, and contract compliance.

**Key Accomplishments:**

- ◆ Secured \$50M p.a. corporate charge card deal with Citi Bank.
- ◆ Negotiated improved commercial terms that secured \$1.8M in additional benefits.
- ◆ Developed internal governance tool that delivered operational surety.

**People Leadership:**

- ◆ Ownership of key supplier relationships for corporate charge cards (Citi Bank) and travel management (Carlson Wagonlit)

GE, Australia, New Zealand & UK

**Sourcing and Facilities Leader ANZ / Digitisation Leader UK** (June 2004 to October 2008)

Managed two Sydney based procurement teams, spanning the Commercial Finance and Commercial Real Estate businesses. Facilities Management responsibility for 49 ANZ office locations; project manager for multi-million dollar, Sydney CBD head-office refurbishment. UK Digitisation Leader for the Consumer Finance business (GE Money), which grew to include category ownership for IT, Professional Services and Legal.

**Key Accomplishments:**

- ◆ Successfully managed strategic plan and budget process for ANZ Sourcing & Facilities function, leading to consistent achievement of targets.
- ◆ Sponsored and managed the implementation of Oracle Purchasing (PO) in Australian Commercial Finance business, leading to full integration of the buy-to-pay process on an Oracle platform, simplification, and transactional cost reduction.
- ◆ Key member of the UK project team that successfully implemented Oracle Accounts Payables (AP) in UK GE Money business. This was a key operational system transacting £250 million per annum, including the migration of offshore support from Hungary to India (Genpact).
- ◆ Implemented a process to monitor and control spend, helping successfully defend GE Money against the UK Financial Services Regulator. Regulatory impact in an 18 months period exceeded £6 million
- ◆ Supported the European VAT Leader to defend GE Money UK's Temporary Staff Hire VAT exemption, with a potential multi-million pound impact

**People Leadership:**

- ◆ Managed ANZ team of four staff, and also all (20+) suppliers and offshore resources.
- ◆ Managed UK team of three staff, and a range of suppliers and offshore resources.

**Previous Experience (1999 – 2004):**

- ◆ **Business Analyst & e-Procurement Consultant** (UK), AstraZeneca.
- ◆ **Data Analyst** (UK), Wunderman.

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## **Education**

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**Master of Science (MSc), Procurement, Logistics and Supply Chain Management, *University of Salford, UK***  
**Bachelor of Science (BSc) Honours, Business Information Systems, *Sheffield Hallam University, UK***  
**Automation: Implementation in Business, *The London School of Economics and Political Science (LSE), UK***

### Affiliations

- ◆ Member of the Association for the Advancement of Artificial Intelligence (AAAI), 2020
- ◆ Member of Chartered Institute of Procurement and Supply Chain (MCIPS), 2020
- ◆ Club Secretary, Abu Dhabi Saracens, 2019/20
- ◆ Yellow Belt Trainer Certification, Serco Middle East, 2018
- ◆ Green Belt Certification, GE Money, UK, 2005
- ◆ Member of British Computer Society, 2001

### Recent Clients

- ◆ Sovereign Wealth: Abu Dhabi Investment Authority (ADIA), Mubadala Development Corporation
- ◆ Healthcare: Cleveland Clinic Abu Dhabi (CCAD), Imperial College London Diabetes Centre (ICLDC)
- ◆ Education: New York University Abu Dhabi (NYUAD), Paris Sorbonne University Abu Dhabi (PSUAD)
- ◆ Military: Australian Defence Force (ADF), Ministry of Defence (MOD)
- ◆ Transportation: Dubai Airport, Dubai Metro