



Rachel Lannon

Introduction & Expertise

Rachel is a highly credible business trainer and consultant with over 25 years' senior leadership experience in global procurement, manufacturing and supply chain working for multinational corporations. She has a thorough understanding of what it takes for smaller businesses to successfully win and supply larger customers (having trained thousands of procurement professionals from major public and private sector organisations including Jaguar Landrover, Caterpillar/Perkins, HS2 Ltd, Capita, Lloyds Banking Group, Novartis, Transport for London, Skanska, Syngenta and Nokia-Siemens Networks, European Central Bank)

Rachel's expertise includes:

- Bidding for larger contracts – Selling to the professional buyer
- Commercial negotiation
- Contract drafting
- Client/Supplier relationship management

In addition to developing and delivering bespoke commercial training programmes to a wide range of organisations Rachel is a level 6 tutor for the CIPS Professional Diploma in Procurement and Supply.

Experience

Rachel has delivered transformational change throughout supply chains internationally. She spent a number of years based in the USA during which time she worked closely with the US Purchasing Strategy Council to develop and implement world class procurement techniques. She communicates well with all levels of the organisation. She rapidly gains the knowledge required for each new assignment and presents ideas effectively to ensure early success. Rachel is a trained facilitator and Six Sigma Management Black Belt. Having managed teams in all 5 continents her international experience means she works well with diverse groups to build high performing teams.

Professional Qualifications/Affiliations

- BSc Chemistry
- MCIPS – Member of the Chartered Institute of Procurement & Supply
- Business Studies Diploma
- 6 Sigma Management Black Belt

