



# Procurement Category Manager

**Area of Expertise:** Permanent Recruitment    **Position recruiting:** Procurement Category Manager    **Timescale:** 5 weeks

## Overview

Many of the roles supplied by our business started off to be lower level white collar (19-27k). However with further exposure and Siamo driving it forward over a 6 x month period we started to get more traction. After building a relationship with procurement we were offered the opportunity to support a high level position within their department.

A visit was arranged to complete our internal process and after meeting the line manager we had a clear understanding of the fit and specifics they required of the person.

As they need the candidates to be knowledgeable in logistics and HR it can be perceived as a difficult fill, but in some ways becomes easier as you have a clear understanding of AI's need.

Process was completed: CRM database search, advert placed on job boards, websites, social media and mail merge sent to all registered active candidates to see if they or anyone they know would be interested.

Within 48 x hours an update was provided. As it is a higher level position it can be slow moving forward and took a week to collate matching candidates due to availability and the detailed process. CV's were sent and an overview provided via email and then through a telephone call to the DM.

Interviews were arranged for 2 out of the 3 candidates to commence in 2 x weeks. After this round they took both candidates to 2nd interview which commenced 2 x weeks later.

The client made a quick decision with an offer immediately, which the candidate accepted. All documents and paperwork were implemented to ensure of a smooth process.

## What the customer says:

"Siamo Recruitment have become an important part of our team and prove to be a constant support. The teams in the North/Midlands and South were tasked to allow our business to reduce the PSL with a primary objective to focus on permanent recruitment. They have provided innovative ideas to help develop certain site relationships, for example introducing specific processes for each role we give them and then performing positively whilst being in the spotlight. Add to this, the retention of the permanent staff they have provided is excellent confirming that they have clearly implemented a system that matches our needs."

- Senior Category Manager, Logistics & General Services Procurement