

| General Information    |   |
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| <b>Job title:</b>      | <b>Head of Global Hotel Procurement - Leisure</b>   |
| <b>Purpose:</b>        | <p>The purpose of this role is to lead and develop the Global Hotel Leisure Procurement discipline. This role will be responsible for the success of the Leisure Hotel supply chain, ensuring we are partner of choice providing inspiration content. This will be achieved through fostering strong supply partnerships, ensuring long term sustainable commercial returns developing a clear Procurement Strategy is in place.</p> <p>The key objectives of the role are:</p> <ul style="list-style-type: none"> <li>• <b>Leadership:</b> Lead and inspire a team of procurement professionals, fostering a collaborative environment that encourages innovation and continuous improvement. Support people by developing a culture and workforce of highly skilled, adaptable, and engaged experts.</li> <li>• <b>Best in Class Sourcing:</b> Stay ahead of industry trends and emerging technologies to introduce innovative procurement methods. Ensure FCTG is provided with inspirational content and pricing.</li> <li>• <b>Commercial Maximisation:</b> Develop a commercially viable and sustainable program long term. Implement strategies that not only deliver outstanding travel experiences for our customers, but also optimise commercial returns for the organisation.</li> <li>• <b>TTV and Margin Growth:</b> To ensure the profitable growth across this category globally while strengthening our key supplier partnerships and enhancing the product on offer via collaboration with stakeholders.</li> <li>• <b>Global Leisure Hotel Procurement Strategy:</b> Shape and execute a comprehensive global strategy for Leisure Hotel products that delights customers, increases competitiveness, and ensures a consistent &amp; exceptional travel experience.</li> </ul> |
| <b>Classification:</b> | Non - Award   |

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| <p><b>Primary Accountabilities and Objectives</b></p> | <p><b>1. <u>Supply Management</u></b></p> <p>Proactively manage a selection of direct and 3<sup>rd</sup> party Hotel supply contracts globally.</p> <p>Key Objectives:</p> <ul style="list-style-type: none"> <li>• Contracting competitive products both locally and globally which has maximum margin, positive override ROI.</li> <li>• Supplier SLAs in place.</li> <li>• Ensuring suppliers we choose to deal with have maximum participation and marketing income.</li> <li>• Content that is easily implemented within developing Tech Platforms globally as required.</li> <li>• Collaboration with local and global partners / brands on Hotel product requirements</li> </ul> <p><b>2. <u>Relationships</u></b></p> <p>Collaborate and enhance relationships with suppliers and brands. Ensuring Leisure Hotel Supply has the best product and commercial returns to enable our partners to deliver on their product strategies. Work with Product and Marketing teams to ensure products receive maximum exposure internally and externally.</p> <ul style="list-style-type: none"> <li>• Maximise Co-op / Marketing / Sponsorship opportunities.</li> <li>• Deliver a globally consistent approach to Procurement and product delivery.</li> <li>• Foster strong relationships with key internal stakeholders.</li> <li>• Deliver a team of global product experts enabling Leisure Hotel Supply to represent and provide local support to partners.</li> </ul> <p><b>3. <u>Product Strategy and Development</u></b></p> <p>Implement a strategy that drives global consistency and transparency and review and secure key global strategic partners that support and maximise supply returns. Work with FCTG Global Brand leaders to ensure products strategies are communicated and aligned. Ensure all sales and override targets are achieved in line with budgets and FCTG strategy.</p> <p>Key Objectives:</p> <ul style="list-style-type: none"> <li>• Maximise preferred supplier contract value.</li> <li>• Contribute to new product initiatives E.g.: branded ranges.</li> <li>• Reduction of leakage.</li> <li>• Deliver a globally consistent approach to procurement and delivery.</li> </ul> |
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| <b>Primary Accountabilities &amp; Objectives</b> | <p><b>4. <u>Operational and Technical Efficiencies</u></b></p> <p>Achieve maximum operational efficiency by working alongside our Supply Operations and Product to Market and PM&amp;E teams. Achieve our technology goals and ensure we work within our technical road map to provide a low touch partnership for our suppliers and customers value.</p> <p>Key Objectives:</p> <ul style="list-style-type: none"> <li>• Greater visibility of content.</li> <li>• Enhanced use of technology to preference and deliver content to the customer directly.</li> <li>• Ensure key preferred suppliers are included in the long-term Tech roadmap wherever possible.</li> <li>• Present new opportunities to new and existing suppliers.</li> </ul> |
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| <b>Hierarchy:</b>                           | General Manager  |
| <b>Key communication and relationships:</b> | <p><u>Internal</u>: Supply Disciplines, Global Leisure Brands, Travel Services</p> <p><u>External</u>: Suppliers</p> |

| Job Requirements   |  |                                   |
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| <b>Experience:</b><br><i>(Minimum level of experience required for the role)</i> | <p>Minimum five-years' experience in a senior leadership and procurement role.</p> <p>Minimum five years' experience in supplier relationship and contracting.</p> <p>Minimum five-year's experience in hotel category management.</p> |                                   |
| <b>Education and Qualifications:</b>   |  |                                   |
| <b>Other:</b>  | <b>Location:</b>   | To Be Agreed Upon.                |
|  | <b>Travelling:</b>   | Yes – Domestic and International. |
|  | <b>Office hours:</b>   | Normal                            |

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|  | <b>Additional:</b> | Out of hours meetings may be requirement to align with time zones |
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| Soft Skills  |  |
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| Competency   | Proficiency required   |
| Self-Motivated and Drive                           | Advanced   |
| Partnering & Building Relationships:               | Advanced   |
| Collaboration:                                     | Advanced   |
| Excellent Communication Skills (Verbal & Written): | Advanced   |
| Teamwork & Development:                            | Advanced   |
| Leadership:  | Advanced   |
| Problem Solving:                                   | Advanced   |
| Other:   | <p>Strong negotiation and relationship management skills.</p> <p>Proven leadership capabilities in a high-performance environment.</p> <p>Strong thought leadership.</p> |

| Functional / Job-Related Skills |                      |
|---------------------------------|----------------------|
| Competency                      | Proficiency required |
| KPIs & Key Deliverables:        | Advanced             |
| Business Acumen:                | Advanced             |
| Customer Centric:               | Advanced             |
| Results Focused:                | Advanced             |
| Performance Under Pressure:     | Advanced             |
| Time Management:                | Advanced             |
| Change Management:              | Advanced             |
| Negotiation:                    | Advanced             |