



## The Economic Downturn - time for smart CPOs to snap-up some great talent

from the Procurement Talent Bulletin

**Never has there been a time when good procurement people have been more needed. As organisations in almost every sector face up to a downturn and costs continue to increase in just about every spend category, it is time for the top procurement professionals to demonstrate their ability to deliver.**

The challenge has two fronts. First, defending against supplier price inflation, and procurement professionals should be refreshing their cost avoidance and cost containment techniques. Second, finding the savings opportunities that can offset these increases. Whether that is achieved by increasing the penetration of low-cost country sourcing, going deeper into the supply chain, increasing the number of product and specification reduction initiatives or launching demand-reduction projects, procurement must work outside its normal sphere of influence and find creative solutions.

There is no doubt this is a tough challenge but it will be the net result of these two factors that will define success for procurement in the downturn, and define the value of top procurement professionals in an organisation.

However, although it is a time when procurement is most needed, organisations are already shedding resources. Some are doing this smartly, having made an intelligent assessment, using techniques like ADR's 3R's – Right Size, Right Shape, Right Fit. Others will let talent go haphazardly. Procurement leaders must resist this, as the new economic order will need the broader skill-sets and experience of the best talent, added to the demands of an increased overall workload for their teams.

However, it will mean that good procurement people will be on the market and, for the procurement organisations that are forward thinking and have got themselves structured for the future, this is a golden opportunity to selectively recruit good talent.

We may be heading for an economic downturn, but the prospects for high quality procurement people are better than ever.

The full interview is available at [Procurement Leaders](http://Procurement Leaders)  
[[www.procurementleaders.net/media](http://www.procurementleaders.net/media)]

Information on the Three R's is available [here](#)

### About ADR People



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ADR People provides clients with dedicated and specialised resourcing services focused on quality procurement people. With 23 year's experience working with over 350 clients in 50 countries, ADR are the specialists in procurement.

