

Joanne Webber

M +44 7538916077

E Mail jo.1972@sky.com

Newcastle Upon Tyne, UK

Personal Statement

As Vice President of Strategic Sourcing, I bring extensive experience in developing and executing sourcing strategies that drive operational excellence and cost efficiencies. Over my career, I have led high-performing, cross-functional teams to deliver value across global supply chains, foster strong supplier partnerships, and support organizational growth objectives.

My leadership approach is rooted in collaboration, innovation, and a relentless focus on results. I am adept at navigating complex negotiations, implementing best-in-class procurement processes, and championing continuous improvement initiatives. With a proven track record of delivering measurable outcomes, I am passionate about empowering teams, building strategic relationships, and driving sustainable business success.

Professional Experience

Vice President Commodities/Global Logistics – Stanley Black & Decker

Aug 2020 – Present

Responsible for Spend Globally - Stanley Black & Decker \$16BN Revenue Corporation.

- Lead Category Development and Strategic Sourcing for \$2.6BN of Spend, supporting 100 + manufacturing sites globally & 3PL warehousing partners.
- Serve as a Board Member for the Strategic Sourcing Council & Women in Operations, driving cross functional initiatives and diversity.
- Act as Ambassador for Lead Mentoring coaching high potential future leaders across the organisation.
- Manage a Global team of 46 professionals overseeing Ferrous/Non Metals, Plastics & Engineered Resins, Packaging & Niche materials & Strategic Logistics (Ocean, Road, Air, 3PL Contract Warehousing)
- Consistently deliver and exceeding productivity, achieving > 5% YoY savings on total spend across a diverse supply base.
- Drive expansion into new regions in alignment with manufacturing footprint strategy (Make where we sell, Buy where we make) implementing near shoring initiatives for tariff mitigation and improved agility.
- Implement material hedging strategies (physical & financial futures) to effectively manage market volatility.

- Provide market intelligence and commodity strategy expertise to inform business decisions and stakeholder engagement.
- Foster partnerships and alignment with Global Operations and IBP to enhance end to end Supply Chain Visibility, reduce risk and increase responsiveness to customer needs.
- Establish and maintain productivity pipeline, integrating sustainability & supplier value creation.
- Supporting post-merger integrations and capacity growth initiatives, deploy KPI'S across the team to support cost to serve, WC (Payables), Inventory Management, PPV, spend under contract, dual sourcing, VAVE.
- Lead team talent and succession planning through structured talent reviews. Strategic leadership, purposeful stretch assignments focused on both performance and development.

Global Director Supplier Risk Management – Stanley Black & Decker

Oct 19 – Aug 20

Implemented the first Supplier Risk Management Program in Stanley Black & Decker

- Built the SRM team, Developed the SRM Process & Implemented the SaaS tool for the monitoring & mitigation of Supply Chain Risks across our network (Risk Methods)
- Developed the Supplier Risk Program from concept to adoption.
- Daily monitoring and reporting of several domains in excess of 4000 vendors in the network.
 - Financial
 - Geo Political
 - Weather
 - Operational
 - Own Built metrics, GSV (Sales Revenue Loss)
- Risk Radar and Supplier Portal to pro-actively manage and generate action plans

EMEA Director Finished Goods – Stanley Black & Decker

June 2014 – Oct 2019

- \$200M Finished Goods Product Sourcing Responsibility.
- Supplier Selection, Category Strategy, Business Award
- Annual Productivity >5% YoY, Direct leverage, Resourcing, VAVE, NPD
- WC PT, MOQ & LT planning
- Spend Under Contract 80%
- Business Integrations and Acquisitions

Supply Chain Leader - IHC Merwede Offshore & Marine

June 2013 – June 2014

End to End Supply Chain Leader or Procurement, Quality & Production Planning

- Management of 15 staff within the Supply Chain Team
- Implementing a new structure consisting of 3 functions
 - Project Sourcing, Category Management & Planning
- Develop a robust supplier base and encourage best practice
- Supporting the growth within offshore and marine within the project sourcing function
- Spend £140M across the business
- Develop and deploy category strategies for key spend area using proven techniques and methodologies
- Streamlining processes to improve productivity and performance.

Advanced Sourcing Director – Husqvarna AB Sweden

May 2010 – June 2013

Global Director for Advanced Sourcing for New Product Development Outdoor Lawn & Garden

- Management of 20 staff globally, Charlotte, Sweden, Poland & UK.
- Global team that lead with best practice and consistent methodologies to ensure project deliverables are aligned and on time to the schedule.
- Early stage integration working closely with R&D, project sourcing including pre qualification, RFI compilation, tendering and business contract award.
- Key Interface with commodity management also to ensure we are reviewing and using the best suppliers.
- Budget control and KPI setting.
- Spend control of £100 Million across categories.
- Annual achievements >7% YoY on existing products
- Participate in make vs buy decisions aligned to footprint.

Purchasing Manager – Husqvarna UK

March 2006 – May 2010

Plant Purchasing Manager for the Consumer Brand Flymo Outdoor Lawn & Garden

- Managing department of 7 staff, buyers, planners & Data Analyst
- Annual spend breakdown for the factory £90M, Direct, Indirect
- Strategic & Commodity planning. Portfolio Analysis to review risks and plan profiles to give leverage on TCO.
- Meet the budget set for cost reduction monitoring and reporting on KPI's.

- Commodity price tracking for metals, plastics, packaging and exchange rates reviewing market trends.
- Supply Agreements and business awards aligned to NPD and Growth.

Education/Hobbies

- Member of ConnectD working toward NED Certification/Board Advisor
- BS Degree - Supply Chain Management Teesside University 1991-1994
- Member of the institute of Purchasing & Supply – MCIPS Qualified 2000
- Running is my passion, completed 7 marathons
- Travel & Food

References upon request