

New Chief Commercial Officer appointed as Procurement Australia embarks on a new growth agenda

Procurement Australia is pleased to announce the appointment of Jerome Joseph to the role of Chief Commercial Officer (CCO), commencing 15 July 2024.

Chief Executive Officer Steven Chaur said: "Following an intense period of strategic business review since April 2024, we're excited to embark on a significant refresh of Procurement Australia's sales activities and future business model."

"Jerome has joined our business at the optimal time to oversee this accelerated growth agenda with our customers, and to expand our market reach as we implement our new company strategy."

With an extensive leadership background in facilities management, foodservice, omni-channel customer management and international business development, Jerome is well-placed to support Procurement Australia's sales efforts as we enter this new transformative era.

Jerome's previous senior leadership experience as Chief Operating Officer at recognised companies including Delaware North, PFD Foodservices, will be valuable as we grow our current and future service offer.

Jerome will report to the CEO and play a key role in supporting Procurement Australia's growth in its traditional government sectors, as well as extending reach in both NSW and QLD, building procurement advisory opportunities, and investing in our field sales resources.

New Strategic Direction

Under Procurement Australia's new Board endorsed strategy, the company is embarking on an exciting new strategic pathway which includes step change investment in our ICT capacity across ERP, CRM and SRM, improved data analytics and advisory practice, and building an industry leading AI-based interactive digital ecosystem for our customers and suppliers to both collaborate within.

"It's an exciting time and our customers will benefit from having more data, information and analysis of their business available in real time." said Mr Chaur.

Procurement Australia aims to be the leader in its field across all elements of the procurement process as it expands its service offer, advisory and analytics offer to a wider range of customers in the company's five strategic growth sectors – government, health, education, industrial/SME markets, and not-for-profits.

The company is currently exploring pathways to further develop a significant number of business enquiries arising from international clients seeking to trade with Australian business and Procurement Australasia plans to expand its service offer into New Zealand in due course.

About Procurement Australia

Procurement Australia provides over 25,000 customers with access to leading product and services solutions across 300+ tier 1 suppliers, supporting a combined annual member expenditure of \$500+ million.

For 40 years Procurement Australia has provided specialised procurement services to its members including aggregated and tendered purchasing contracts, procurement governance and advisory, tender process management and commercial analytical services to assist government, corporates, SME and not-for-profit organisations to reduce costs and improve commercial outcomes.

ENDS

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