

General Manager, Contracts & Ecosystem, Greenstock, Woolworths Group

WOOLWORTHS GROUP



Company details:

Woolworths Group ('**Group**') is a major Australian company with diverse retail interests throughout ANZ. It has ~1,400 stores across ANZ that span food and general merchandise. Woolworths is a proud, home-grown Australian business; employer of ~150,000 people and committed business-partner of many thousands of local farmers, producers and manufacturers.

Woolworths is on a journey to becoming a purpose-led organisation. It is united by the Group's purpose, "We create better experiences together for a better tomorrow", which creates the framework for how the Group aspires to operate and to be better for its customers, its team, the communities it serves and its shareholders.

Enabled by this purpose, the Group is transforming into a new era as an ecosystem retailer, more focused on food and everyday needs with a customer-first/team-first culture at its core, enabled by data and technology. The Group's ecosystem comprises B2B Food; B2C Food & Everyday Needs; Platforms & Partners, and More Everyday (complementary categories & services), all of which work in concert to unlock value and opportunities for the Group, its partners and its customers.

As part of its transformation to an ecosystem retailer, the Group launched Greenstock in 2021. Greenstock is a standalone, end-to-end multi-channel beef, pork and lamb business, consolidating the Group's existing livestock procurement, processing, trading and supply/demand teams with significant growth ambitions. It combines deep industry expertise with advanced analytics to deliver high-quality and sustainable red meat to Woolworth's Channels. Greenstock focuses on responsible livestock production, procurement, animal handling and welfare & sustainability. Accordingly, Greenstock's livestock are reared and sourced in Australia in a way that meets the Group's welfare policy and national regulations, and promotes responsible production to benefit people, communities and the planet. Greenstock supports the integrity of paddock to plate safety, quality assurance and traceability.

Role details:

Reporting to the Managing Director of Greenstock, the General Manager, Contracts & Ecosystem ('**GM**') will have the critical responsibility of designing and executing the overarching strategy for the Greenstock protein network; establishing and managing win/win supplier partnerships, and unlocking value across the Woolworths ecosystem. While it is an individual contributor role with no direct team, it is a senior role within Greenstock and serves on the Greenstock leadership team.

The role has the following priorities.

Strategy

- Developing & aligning the overarching protein network strategy with the channel customer & growth strategy
- Leading the design & development of the strategic partnering and contracts frameworks
- Promoting a culture of innovation

Supplier partnerships

- Understanding supply partners
- Establishing strong, sustainable relationships with supply partners
- Reviewing, refining and standardising supply partner contracts

Operations

- Providing contract, risk management and governance advice
- Designing & implementing new strategic sourcing models
- Leveraging supply and demand forecasts to inform decision-making
- Contributing to overall financial growth targets
- Using data to optimise the end-to-end supply-chain
- Improving contract negotiation and management
- Driving sustainability across the ecosystem
- Supporting peers in their contractual negotiations with partners to ensure that optimal benefits are obtained by every party within the ecosystem

Relationships

- Fostering relationships across Greenstock
- Building relationships across the Group

Culture

- Creating a partner-centric & innovative mindset
- Actively nurturing and role-modelling a positive team environment

The ideal GM will have functional expertise most likely gained in senior strategic procurement or contract management roles in leading complex supply-chains, including developing supplier acquisition and management frameworks. They will have high-level, large-scale supplier relationship experience, ideally in the end-to-end meat industry delivering to multiple channels. Alternative industry experience may be other primary industries with complex supply-chains, such as agriculture, aquaculture, dairy or viticulture. The GM will have direct experience with contemporary methods of using analytics and forecasting; sound risk-management experience, and a track-record of identifying and achieving additional value-added services; building sustainable long-term value, and creating efficiencies.

Their experience will have been gained in a metrics-driven environment with a strong track-record of delivering tangible return-on-investment outcomes.

A bachelor's degree in business or finance or equivalent is desirable. They may have either Australian or offshore market experience, or a combination thereof.

How to apply

For a detailed role specification, please contact Helen Johnson at [Challis & Company](#), the Executive search and Leadership consulting firm advising Greenstock, on +61 2 8039 2223 or at GreenstockCE@challis.co. Challis & Company is simultaneously conducting an executive search.