




## Andy Neilson



Procurement | Supply Chain | Logistics | Help to Grow | Mentor | Trainer | Consultant | Interim | FCIPS | FCILT

 Exeter, UK

[Portfolio link](#)

[View profile on Dweet](#)

### Links

 [Website](#)  [LinkedIn](#)

### Languages

English (Fluent)

### About

Within Twisted Orange, we have a breadth of experience across commercial, procurement, supply chain and logistics having lived and breathed providing solutions, developing functions and delivering true sustainable benefit within a vast number of leading UK based, globally reaching organisations.

We have professionally qualified and award winning procurement and supply chain expertise available for interim, contract, NED and training assignments within the UK or internationally.

Now here is the twist, we also provide specialist procurement training for sales teams, who better to train your commercial teams than a professional buyer? You will be amazed at the insight we can provide to support your teams in their business goals.

[www.twisted-orange.co.uk](http://www.twisted-orange.co.uk)

#### BRANDS WORKED WITH

Amber Road

ArrowXL

Bic Innovation Ltd Contract

Novo-K Procurement Solutions Contract

Twisted Orange

### Experience

#### ● Mentor - Help to Grow Business Programme

| Oct 2021 - Now

Cardiff is one of several leading business schools across the UK offering the government-backed Help to Grow programme to ambitious entrepreneurs and SMEs, it combines a practical curriculum with 1:1 support from business mentors.

#### ● Mentor - Help to Grow Business Programme

| Oct 2021 - Now

The Brunel Business School programme supports senior managers of small and medium sized businesses to boost their business's performance, resilience and long-term growth. Part of the government-backed Help to Grow programme to ambitious entrepreneurs and SMEs, it combines a practical curriculum with 1:1 support from business mentors. [see less](#)

#### ● Associate Director

Novo-K Procurement Solutions Contract | Nov 2020 - Now

Commercial Director within Novo-K focussing on driving the unique "Novo-K SMART training powered by Twisted Orange" platform.

This solution is designed specifically to provide client specific solutions through the provision of best in class procurement and commercial training. [see less](#)

#### ● Business Owner

Twisted Orange | Jan 2018 - Now

Providing businesses of any size with end to end procurement and supply chain consultancy and training services. We are able to provide these services on an interim or contract basis on a global basis for both Procurement AND Sales teams, think about it, who better to train your sales team than an award winning buyer?

The training on offer includes Supplier Relationship Management, Category Management, Negotiation, Operations Management, Customer Relationship Management and Inventory Management, anything you need within an end to end Supply Chain.

Our approach is a logical one, we do not complicate matters, simply deliver what we do best which is process review and design, strategic sourcing, cost reduction, cost avoidance, inventory management, eCommerce, supplier relationship management, procurement / supply chain transformation.

The twist is that we will roll our sleeves up and get stuck in, helping deliver your business requirements not just advise. We can support your business when employing full time employees is not an option for you or you just require specific or ad hoc support.

We have been able to deliver significant and sustainable value whether that is within a greenfield/start up mode or developing an existing function across indirect and direct categories within food, retail, manufacturing, FMCG, personal care and the leisure industry.

Our specialties include but are not limited to:

Procurement  
Supply Chain  
Logistics  
SRM  
CRM  
Inventory Management  
Project Management  
Value Engineering  
Low Cost Sourcing  
Sourcing  
Negotiation  
Team Management  
People Development  
Retail  
Manufacturing  
Process Analysis  
FMCG  
Food - Chilled, Frozen and Ambient  
Third Party Logistics  
Supplier Performance  
Tendering  
see less

### ● Senior Associate

Bic Innovation Ltd Contract | Jan 2018 - Now

Providing procurement and supply chain expertise for BIC Innovation, a Wales based consultancy, specialising in the food sector, offering expertise in food related R&D, innovation, international trade, branding and marketing.

### ● Associate Consultant Trainer

| Jan 2021 - Oct 2021

Training senior management teams for ONS Census 2021

### ● Client Insight Partner

Amber Road | Nov 2018 - Jul 2019

We are putting the heart and soul back into business travel, creating inspired, positive and rewarding experiences.

We create bespoke experiences for our clients, offering exceptional levels of customer service to guide them through their travel. The journey is part of the experience at Amber Road, creating memories that last far beyond the trip.

[www.amberroadtravel.co.uk](http://www.amberroadtravel.co.uk)  
see less

### ● Head Of Procurement (Interim)

ArrowXL | Jan 2018 - Feb 2019

Developing and delivering strategic procurement management support across Arrow XL.



Establishment of process, tools and best practice approaches to positively step-change the commercial effectiveness of the procurement program.  
[see less](#)

## Education & Training

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1985 - 1989

● **Worcester Technical College**

Business Studies ONC HNC, Business Studies ONC HNC