

# Robert Stearn

**Associate at Expense Reduction Analysts**

Folkestone, , GB

Experienced business consultant and speaker; specialising in cost, purchase and supplier management.

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## Biography

Awarded the title "Consultant of the Year 2010". Previously, 33 years sales management experience, in a variety of roles, for 4 blue-chip FMCG companies, has given me the skill set to develop my current business. My current role involves meeting MDs & FDs who are interested in exploring whether we can work together in a mutually beneficial way. This discussion is facilitated through the presentation of a tailored "Cost Reduction and Control" proposal, at no cost or obligation. These cost reductions are delivered through the application of our unrivalled leverage and expertise in over one hundred different areas of overhead expenditure. The savings, which average almost 20%, are achieved without compromising the quality of the goods or services purchased and, more often than not, without changing suppliers. Specialties "Delivering profit improvement to companies, through sustainable cost reduction, on a no savings, no fee basis".

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## Availability

Panelist

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## Industry Expertise

Logistics and Supply Chain, Supermarkets Food Retail and Distribution, Business Services, Retail, Management Consulting, Outsourcing/Offshoring, Food and Beverages, Apparel/Accessories

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## Areas of Expertise

Profit Improvement, Cost Reduction, Supplier Management

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## Sample Talks

**A guide to cost, purchase and supplier management.**

A look at the changing face of procurement, including: # Common misconceptions # Procurement challenges # Cost conscious culture # Savings opportunities # Etc.

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## Accomplishments

Consultant of the Year 2010

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