

DANIEL ASHENDEN

Experienced Business Development Manager | Procurement | Analysis | Cost Management

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SUMMARY

With over 8 years' experience working within procurement and agency management, I am now looking for my next long-term role due to redundancy, where I can further utilise the skills I have acquired and support business objectives. I have a wealth of experience in business support roles and work well under pressure, driving both efficiencies and significant cost reductions. Experienced in tendering private sector clients' temporary agency and other spend categories within health and social care. Proficient in all Microsoft products and data-driven to identify issues and areas of focus, complemented by strong leadership and problem-solving skills. Works well as part of a team but also independently.

SKILLS

Project management | Leadership | Cost Management | Analytics | Problem Solving | Excel Proficient | Organised | Driven | Word | Powerpoint | Contract Management | Supplier Management | Operational Support at All Levels

EXPERIENCE

Marr Procurement (Nov 23-Present)

Head of Business Development

A strategic and commercially focused leader with extensive experience in workforce planning, supplier management, and procurement solutions. I support the Managing Director in shaping and delivering organisational strategy while driving operational excellence and sustainable growth.

- Lead strategic workforce planning and supplier management to drive business growth and capability
- Connect organisations with effective procurement solutions across all spend categories, with a specialist focus on temporary agency labour
- Optimise workforce costs while ensuring full compliance and service quality
- Deliver material cost savings and operational efficiencies across complex, fast-paced environments
- Support executive leadership in the development and execution of long-term strategic vision
- Foster a dynamic, efficient workforce able to adapt to fluctuating operational demands
- Experienced in building strong supplier partnerships and managing high-value contracts

Priory Group (May 18 – Nov 23)

UK Agency Manager – Temporary Agency (across Education, Healthcare, Adult Care)

A senior workforce and supplier-management professional responsible for overseeing c.£100m annual temporary agency spend across Nursing and Care roles within Healthcare, Adult Care, and SEN Education services. Acted as a crucial link between Priory's 400+ national sites and the 300+ agencies on the Preferred Supplier Lists (PSL), ensuring compliance, value, and continuity of staffing. Central to the successful implementation and optimisation of Priory's Agency PSL across all divisions, supporting operational delivery and strategic cost management.

- Contract and Supplier Management
- Identify savings and efficiencies to drive performance, control costs and save money
- Drove continuous improvement and enforced compliance with the Temporary Agency PSL and Locum Psychiatrists PSL service level agreements
- Ensured seamless provision of agency staff to 400+ Priory sites nationally via all preferred supplier

Infoserve Ltd (Sept 10 -May 18)*Business Support Analyst*

A key support role working closely with the General Sales Manager to analyse performance, improve processes, and ensure the business met sales and growth targets. Responsible for managing data across 1,000+ customer accounts and providing insight to enhance decision-making across departments.

- Analysed daily, weekly, and monthly sales performance across products, agents, and services
- Produced ad-hoc and strategic reports to support Sales Managers, senior leadership, and operational teams
- Collaborated with sales agents, managers, development teams, and the CEO to troubleshoot issues and improve processes

Pizza Express (Feb 06 – Sept 10)*Restaurant Manager***Frankie & Bennies (Feb 02 – Feb 06)***Kitchen Manager, Assistant Manager*

REFERENCES

Christoph Marr | Managing Director | Marr Procurement | Christoph.marr@marrprocurement.com

Jim Lee | UK Finance Director | Priory Group | Jimlee@priorygroup.com

Derek Parry | Director of Procurement | Priory Group | DerekParry@priorygroup.com

PERSONAL INTERESTS

Husband and dad to two children – Ella (20) who is studying law at Northumbria University and Charlie (3). Middlesbrough FC season ticket holder. Enjoys spending quality time with my family and being outdoors playing golf.