

Contact

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Top Skills

Customer Contact

Business Relationship Management

Client Relations

Certifications

ITIL Version 3

Honors-Awards

ECB OSCAS - Services to Local Cricket

David Applin

Supplier Relations Manager @ Magnit | Supplier Management
Greater Colchester Area

Summary

With over six years at Magnit, the focus has been on managing supplier relationships and agency contracts across Ford Motor Company in the UK and EMEA. Specialized in procurement, contract negotiation, and supplier management, the role emphasizes strategic collaboration to streamline processes and ensure effective stakeholder engagement.

Previous experience at ELEXON included delivering category plans, procurement strategies, and statistical reporting to inform decision-making. A mission-driven approach prioritizes value creation, operational excellence, and long-term vendor partnerships that align with organizational goals.

Experience

Magnit

Supplier Relations Manager (E*MEA & APAC)

May 2019 - Present (6 years 5 months)

Colchester, Essex, United Kingdom

- Managed supplier relationships for agency contracts across Ford Motor Company in the UK and EMEA.
- Ensured compliance and performance alignment with corporate objectives, enhancing supplier effectiveness.
- Collaborated with cross-functional teams to streamline contract processes, improving efficiency.
- Achieved significant cost savings while optimizing service delivery across multiple markets.
- Strategic Supplier Management – Oversight of supplier performance metrics, governance, and in-person reviews with senior suppliers to drive accountability and improvement.
- Client Engagement & Partnership – Skilled presenter to client leadership, providing performance insights and action plans that shape procurement decisions and reinforce trust.

- Compliance & Risk Management – Conducting of IR35, HMRC audits, D&B checks, and insurance requirements, ensuring proactive governance and audit-readiness.
- Operational Excellence – Proven ability to maintain process continuity, optimise supplier bases, and ensure smooth onboarding of new partners.
- Relationship Leadership – Strong and trusted relationships with clients and suppliers, essential for building long-term collaboration and alignment.
- Supplier Base Optimisation – Refining and consolidating supplier pools to increase competitiveness, responsiveness, and quality outcomes.
- Compliance Assurance – Implementing processes that ensure legislative and contractual compliance across all suppliers, reducing client risk exposure.
- Supplier Engagement – Facilitating forums, program updates, and direct communication channels to ensure transparency and alignment.
- Bespoke Contract Structuring – Balancing global procurement standards with regional flexibility to onboard niche suppliers without compromising operational viability.
- Data-Driven Insights – Converting complex metrics into actionable recommendations that support both supplier development and client decision-making.

ELEXON

6 years 10 months

Commercial and Vendor Lead (Professional Services)

December 2015 - May 2019 (3 years 6 months)

London, United Kingdom

- Delivery of Category plans and individual Procurement strategies
 - o Facilitate and ensure delivery of key milestones within a procurement project such as:
 - # Procurement Strategy
 - # Stakeholder Engagement
 - # Requirements
 - # Supplier and Market Analysis
 - # Procurement documentation
 - # Lead Procurement
 - # Evaluation and Selection criteria and approach
 - # Negotiation Strategy
 - # Terms and Conditions of Contract
- Contract Manger for key energy contracts that feed directly into the day to day running of the BSC energy markets

- Gather and interpret relevant management information, commercial data and pricing in relation to procurement activities. Statistical reporting on spend data to inform category plans and strategy decisions. Use market intelligence tools and techniques support any procurement activity as required.
- Develop and maintain strong relationships with suppliers delivering services to ELEXON.
- Commercial management of service provider contracts, and ensure contract changes are executed in a timely manner and in accordance with defined contract change process and relevant policies and procedures.

Procurement Manager (Professional Services)

January 2015 - December 2015 (1 year)

London, United Kingdom

Procurement Manager responsible for the Professional Services space.

This includes, Category Management and Procurement activities for;

Facilities (Building Management)

Human Resources

Communications

As well as assisting in the IT Category

Procurement Analyst

August 2012 - December 2014 (2 years 5 months)

Essex County Council

Information Services Business Officer

August 2009 - March 2012 (2 years 8 months)

Business Officer for IT Contract and Supplier Management and Project Support (Job TUPE'D from BT)

IT Contract/Supplier Management

Responsible for sourcing new suppliers and dealing with the relationship when these new suppliers come on board with the focus on savings and value for money for ECC.

Manage all Third Party Contracts (190) for Essex CC, ensuring there are no gaps or breaks in service which could contribute to contractual penalties.

Using JCAD risk to make sure all contracts and procurements/projects are not at financial risk.

Liaise with head of risk management to assess weekly contract risk and project risks.

Making contractual savings where possible either to negotiate an extended let on the annual agreements.

Manage the larger contracts in the council of IBM, Oracle and Microsoft.

Holding regular contract meetings for risks/issues/service improvement

Assist corporate procurement when needed for evaluation of tenders and supplier relations on the tender process.

Lead buyer for any IT equipment needed for project use with client relationships with our main supplier base obtaining best value for money quotes.

PMO/Project support, Part of the Project team that handled the transition from BT service back to Essex County Council and all aspects of documentation and contracts

Project Support on the data centre migration project where we transferred all servers and applications from BT data centre to the IBM data centre in Portsmouth as part of the transfer of services back to the council from BT.

BT Global Services, Essex County Council Programme

1 year 10 months

Project Support Officer

November 2007 - August 2009 (1 year 10 months)

Manage all Third Party Contracts on behalf of Essex CC, ensuring there are no gaps or breaks in service which could contribute to contractual penalties.

PMO/Project support on all major contracts and pilots that BT undertook on the Essex County Council account. Handling documentation and support functions were required by commercial and project management.

Manage the existing supplier base effectively, implementing appropriate controls

Improve the system used to manage the supplier base to improve efficiency

Ensure all new suppliers are added to the supplier base as required.

The renewal of all 3rd Party contracts within the advance period of 3 months prior to expiry using the Access Database which was created for this sole purpose. Pushing back on companies where appropriate if renewals are above the recommended RPI.

The renewals of licences within the renewals these are also kept in the 3rd party database along with the relative supplier.

Liaise with the Programmes Commercial Manager on any high priority renewals or contracts that occur.

Responsible for sourcing new suppliers and dealing with the relationship when these new suppliers come on board.

IT Contracts

November 2007 - August 2009 (1 year 10 months)

Manage all Third Party Contracts on behalf of Essex CC, ensuring there are no gaps or breaks in service which could contribute to contractual penalties.

PMO/Project support on all major contracts and pilots that BT undertook on the Essex County Council account. Handling documentation and support functions were required by commercial and project management.

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BT Global Services

4 years 4 months

IT 3rd Party Contract Management

May 2005 - August 2009 (4 years 4 months)

CIBA Project Programme Office Manager

January 2007 - November 2007 (11 months)

Organiser and scribe for key meetings. Allocating actions to owners and agreeing dates for completion. Chase BT and others to close open items.

Key Meetings - BT Weekly Unity Programme Review

- BT / Ciba Project Board

Support the processes and procedures for the Change Control Board; this was a new function on the contract at the time of my employment. Input into the process and procedures as it is developed.

Risk Officer of BT AIR risk database

Project support on all E*MEA projects that were passed to BT Switzerland and then prioritised and disrupted to other BT offices in Europe.

Work with Ciba on PMO functions and PMO tasks, providing support for other team members during periods of absence. This often required face-to-face meetings with Ciba in locations around the UK and Europe, to discuss and agree work around solutions.

Communications Plans - Arrangements for Meetings, organisation of rooms, attendees, accommodation, (travel) as appropriate

BT Travel Budget co-ordination. Travel T&S Budget tracking, reporting of expenditure to the BT Commercial Team

BT Global Services Essex County Council Programme

Programme Office Analyst

February 2004 - July 2007 (3 years 6 months)

Management of the Monthly Customer Reports - Reporting on the customer service and the achieving of all company SLA's.

1st point of call for any programme issues

Meeting with Customer on a regular basis to discuss and approve monthly reporting before issuing into the public domain.

Working with the Customer on issuing service credit reports for refunds on failed services

Contractor Resource management - Using PMTRS system to authorise contractors weekly timesheets, overtime and sickness.

Total control and management of MIS role in the account. Account reporting on a daily, weekly and monthly basis. Reporting to account directors and team leads

OVERSEAS TRAVEL AND

Education

London Metropolitan University

Purchasing, Procurement/Acquisitions and Contracts

Management · (2013 - 2015)