



## About me

Richard is a versatile and highly capable Senior Procurement Specialist with broad ranging experience including procurement, sourcing, category management, contract management, supplier relationship management, and project consultancy. He has a track record in delivering solutions aligned with strategic objectives.

**Churches of Christ (QLD) (2006-19)** – Group Manager, Procurement, Fleet and Sustainability

**Telstra (1982-2006)** – Projects/Consultancy, National Engineering Manager, National Maintenance Manager, Queensland Fleet Manager, Commercial Fleet Manager, Mechanical Engineer

## CONTACT



LEVEL 1, 25 Evelyn Street,  
Newstead QLD 4006



07 3000 2153



rschuster@localbuy.net.au



localbuy.net.au

# Richard Schuster

Senior Procurement Specialist  
Local Buy

## KEY EXPERIENCE

**Procurement:** held direct responsibility for \$A30M spend

**Contracts:** developed and managed key organisational contracts, significantly reducing organisational risk

**Sourcing:** responsible for a broad range of tenders, request for proposals and request for quotations

**Supplier Relationship Management:** developed key supplier relationships with over 85 suppliers which resulted in increased organisational value innovation

**Category Management:** managed direct and indirect categories, including IT, energy, travel, food, telecommunications, fleet, waste, stationery, insurance

**Negotiation:** negotiated several key positive outcomes, including \$800k savings in aged care beds, \$322k technology fund for mobile equipment, \$145k saving over three years for a new Learning Management system and a \$180k per annum saving in vehicle decals

**Systems Development:** introduced a Tender Management system, a new internal Fleet Management workflow, and Contract Management system

**Business Process Improvement:** focused on identifying opportunities for simplifying processes or reducing rework. Use tools such as Six Sigma to formalise and quantify improvements. Identified a \$9k/month saving in comms billing and introduced formalised workflow approval for travel

**Documentation:** developed and implemented policies, including Procurement, Fleet, and Safety, as well as formal report in response to the Modern Slavery bill

## CORE CAPABILITIES

- Procurement & Contracts Management
- Strategic Sourcing
- Supplier Relationship Management
- Category Management
- Negotiations
- Systems Development
- Business Process Improvement
- Sustainability

## QUALIFICATIONS

- Master of Technology Management
- Executive Diploma in Enterprise
- Bachelor of Engineering (2<sup>nd</sup> Degree Honours, Class A)
- Commissioner for Declarations
- Chartered Institute of Purchasing and Supply Australia
- Australasian Fleet Management Association

