

Session Code: UA

JUMPING OVER THE BARRIERS

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In this dynamic presentation, learn how to think and act differently about breaking down the barriers so that procurement can get involved early in the process. Many services are still treated as “sacred cows,” and budget holders often hold information close to the vest. Why are the things that you used to do for direct materials not working? How do supply managers get involved without further straining a relationship that is not big on collaboration? The discussion will address the different types of skills necessary for success when approaching nontraditional areas and buying services. Are you investing too much time in your technical skills and not enough in your soft skills? Do you think you can ever invest too much time on sharpening your soft skills? These seemingly innocuous questions are difficult to answer, but this session will help you jump over barriers!

Jason Kwan joined Manpower in late 2007. Prior to Manpower, Kwan began his career in finance with Unilever in the United Kingdom, growing into the position of Asia Pacific Regional CFO for the chemicals and fragrance business. Following a transition to supply chain management, Kwan led many roles on a country, regional and global basis. Kwan has lived and worked in eight different countries across four continents, including the U.K., Netherlands, Taiwan, Indonesia, China, Australia and Brazil. He also has experience in small business management, mergers and acquisitions, and factory and business start-ups. He has led regional and global procurement for different organizations.

Kwan is a frequent guest speaker at procurement conferences. He serves on the board of directors at the Institute for Supply Management™ (ISM) and the board of Women Enterprises Connect International.

Kwan graduated with honors with a degree in finance and information technology from Stirling University, Scotland, U.K. He is a Chartered Management Accountant (U.K.).