

Introduction to: MSc Supply Chain & Account Management (Retail & Foodservice)

Objective of Programme:

1. Develop expertise
2. Gain insights and identify opportunities
3. Build relationships with industry (starting with UK)

Intakes:

- Pilot programme (2017-'19)



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Kevin Lynch Sodexo, UK & Ireland

Bio

McCurach's Graduate programme (Unilever and Nestle accounts) and Cargill Animal Nutrient. Farming background. BAgSc in Food & Agri-Business Management.

Key Insights

1. Inflation & Brexit combatants --> Product rationalisation and Pack optimisation.
2. Growth by consolidation and supply chain alignment.
 - i) Good Eating Co., ii) Centre Plate, iii) PSL
3. Contracts - volume commitments to be changed with larger suppliers.
4. SME's Growth target - 15%.
5. Pressing trends
 - i) Sustainable use of plastic, and ii) Growing pressure to buy from regional suppliers.



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Bord Bia
Irish Food Board

Paul Haughton Marks & Spencer, UK

Bio

Store management roles with Supervalu, Eurospar and Tesco. BA in Business Management.

Key Insights

1. Opportunity for Irish suppliers
2. Consumer-centric sentiment, provenance and sustainability
3. Divestment through lack of market insight
4. Strategy going forward – investing in M&S' food business



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Irish Food Board

Paul Maguire Sainsbury's, UK

Bio

National Accounts: PepsiCo. Sales: Unilever. BSc in Logistics & Supply Chain Management.

Key Insights

1. Key challenges
 - Fresh - Waste (Day 1 for Day 2)
 - Grocery - Lead Times (Day 1 for Day 3)
2. Sainsbury's pride themselves on **5** key values
3. Two Categories
 - Branded
 - Own Brand (Basics, By Sainsbury's, TTD, Be Good To Yourself, FreeFrom, SO Organic)
4. World Foods - 1 Full Bay, 40 stores in the London Area



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Eoin Smyth Tesco, UK

Bio

Musgrave Group, Irish Distillers and now Tesco. BComm majoring in food business.

Key Insights

1. Strategic alliance with Carrefour
2. Tesco own label revamp
3. New concepts – Wholesale offering, Special WIGIG buys, 'Jack's'
4. Supplier Collaboration
5. New innovation and learning centre



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