

# 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

McCurrach'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.



# 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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# 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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