

Paul Alexander  
Teaching Fellow  
School of Organisations, Systems and People  
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## Summary

Paul is a procurement practitioner turned academic with a very senior heritage in procurement in large corporates, SMEs and new business start up environments. He has worked across the world and spent extended periods in the Middle East, USA, Singapore and Europe. His philosophy has long been that Procurement is a fundamental driver of business success, can secure true long term commercial advantage and truly be a key leader in a firm's strategic delivery.

Amongst Paul's achievements have been the negotiation campaign and acquisition of British Airways Airbus A380, 787 and A320 fleets. With BP he led major offshoring projects for head office functions to India, Malaysia and The Phillipines. Also with BP he oversaw a functional transformation for its Indirect Procurement organisation with introduction of new technologies, simplification and a major investment in capability development.

Having worked in so many environments Paul's network is broad and stretches across both industry, continent and professional bodies. He is a Fellow with CIPS where he regularly supports research activities for the institute. At the time of writing the impact of Covid, War in Ukraine and for the UK Brexit, have placed Procurement at centre stage as the economic implications become clear. These of matters of high importance for contemporary procurement and topics very much in mind with the material Paul will lead within the MSc programme.

Underpinning Paul's teaching style is the confidence that Procurement is a professional a career enabled by education fusing academic research with real life experience. Working across company boundaries demands well educated people, across cultures and life experience. It is these characteristics that make Paul so passionate about the opportunity to teach on the Portsmouth MSc in Strategic Procurement.

Paul is a Fellow with the Chartered Institute of Procurement and Supply, a regular contributor and advisor to consulting firms and speaker at conferences such as Procurecon.

## Qualifications

Fellow Chartered Inst Procurement and Supply  
30 Apr 0001 → 31 Aug 2019  
Award Date: 19 Aug 2010

Master in Business Administration, Lancaster University  
1 Apr 1995 → 30 Jul 1997  
Award Date: 23 Oct 1997

## Employment

### Teaching Fellow

Teaching Fellow  
School of Organisations, Systems and People  
University of Portsmouth  
1 Aug 2022 → present

### Head of EMEA for Procurement, BP PLC

1 Jun 2009 → 30 Sept 2019

### Head of Procurement British Airways PLC

3 Apr 2006 → 30 May 2009

### Vice President Maintenance &Engineering Cordiem LLC

30 Oct 1998 → 30 Nov 2001

## Research outputs

### Servants and master: an activity theory investigation of human-AI roles in the performance of work

Allen, R., White, G. R. T., Clement, C., Alexander, P. A. & Samuel, A., 1 Nov 2022, In: Strategic Change. 31, 6, p. 545-637  
12 p.

## **Activities**

### **Presentation to European practitioners**

Paul Alexander (Speaker)  
12 Sept 2023

### **Presentation to clients of Argon Consulting**

Paul Alexander (Speaker)  
30 Apr 2023

### **Chartered Inst of Procurement and Supply advisor**

Paul Alexander (Advisor)  
12 Oct 2022 → 30 Apr 2023

### **Fraud Investigation Malta**

Paul Alexander (Consultant)  
21 Aug 2021

### **Advisor to Penny.Co**

Paul Alexander (Consultant)  
2021 → 2023

### **CIPS (External organisation)**

Paul Alexander (Member)  
30 Sept 2006 → 30 Dec 2021