



TRAINING THAT DEVELOPS
REAL CAPABILITY



**Supply Chain - Commercial
Excellence Programme for the
Food Industry**

FS043V

Supply Chain – Commercial Excellence Programme for the Food Industry

Food companies are responding to ever increasing market challenges today by seeking ways to drive down costs and gain competitive advantage. This requires that they have complete visibility of profit drivers across the entire supply chain, and the tools and competencies to manage the risks associated with price volatility and market uncertainty. Food companies need to take steps to re-imagine supply chains and increase resilience to improve productivity and competitiveness.

This unique programme has been developed for organisations who want to overcome the challenges that exist within the food industry by developing the capabilities which will enhance competitiveness and resilience while improving profitability. It is a comprehensive transformation course using a proven framework and core commercial tools for optimizing margin, product portfolio performance and creating value and resilience across the entire supply chain.

The Commercial Excellence Framework

The Commercial Excellence Framework provides a systematic approach to effective, fact-based business decision making that embodies the principle of building a structure that will support itself. A practical methodology is applied as we move through each of the 5 pillars underpinning Commercial Excellence ensuring participants are equipped with a toolkit to deliver sustainable improvement and increased resilience.

Product Portfolio Management

Manage your entire portfolio of products across your organisation. Complete effective product costings & develop a strategy for your product mix that will align with your organisational strategy and optimize your ROI.

Margin Management

Analysis of product margins to identify opportunities for margin improvement. Development of margin optimization strategies.

Pricing Strategy

Developing target prices that align with portfolio and margin strategy. Define the appropriate price negotiation strategy.

Business Planning

Use sales forecasts & production capacity planning to improve efficiencies, throughputs and ability to meet customer demands.

Supply Chain Management

Optimize the materials planning process. How to implement a comprehensive Supplier Performance Management system and combat Supply Chain risk.

This training course is a practical and results driven programme that supports the ongoing development of your management team's commercial skills. It involves four half day modules over 2 weeks, plus 1 half day post learning support.

Duration & Price

Duration: 4 x Half days

Public Virtual Training: €795

Delivery mode: This programme is available In-Company and via Public Virtual Training

Dates & Locations

Coming Soon. Please [contact us](#) to receive notification of next Public Virtual Training Dates.

In-Company Training

Please [contact us](#) for more information on our In-Company training options

What's covered?

- Introduction to product costings
- Core principles of product portfolio management strategies
- How to identify and optimize opportunities for customer value creation
- The use of data analysis to drive margin improvement
- Practical proven tools to help better diagnose areas for margin improvement
- Supply Chain Risk Assessment and Control strategies to build resilience
- Tools to manage supplier performance and mitigate against disruption
- Practical exercises to become competent at using these tools
- Case studies to showcase examples of best practice Product Portfolio Management
- Implementation planning – each participant will be guided in the development of a roadmap.
- Toolbox – each participant will be provided with a toolbox of templates to implement identified improvements in their business

Who should participate?

This virtual course is a results-driven programme that supports ongoing development of your management team's commercial skills. Suitable for

- Commercial Managers
- Supply Chain Managers
- Key Account Managers
- Site Managers
- Operations Managers
- Purchasing Managers

What will I learn?

Participants achieve the following outcomes from the programme;

- Interpret Product Costings and Margin drivers
- Assess and analyse a product portfolio
- Prepare a pricing strategy
- Acquire the skills to prepare for and manage complex commercial negotiations
- Demonstrate the steps involved in a Margin review process and how to develop a framework of analysis to identify improvement opportunities in business scenarios
- Utilize appropriate data analysis techniques to drive improved business performance
- Prepare capacity plans
- Monitor and optimize through-puts
- Develop a Supply Chain Risk management strategy
- Prepare and design a Supplier Management system

What are the entry requirements?

Delegates should have management experience in the food industry in one of the functions listed above. Delegates should have at least 1 years' experience of working in the food industry.

For applicants whose first language is not English, SQT recommends a minimum English language competency of IELTS 5.5 (or equivalent) for successful completion of this programme. It is important to note that learners are not expected to have an IELTS or equivalent examination complete. Potential delegates are expected to self-assess their English language competency against the IELTS Band scores.

How do we train and support you?

This virtual course is delivered over 4 half day modules with an additional half day allocated for mentoring and support. It is highly interactive and uses practical exercises to reinforce tool understanding and learning as well as the completion of a practical project. The training is enhanced by the vast experience of the tutors who have extensive experience in the food industry and bring that experience to the classroom.

What Our Learners Say

We believe in excellence through transparency and continuous improvement. That's why we invite all our delegates to share their experiences on [CourseCheck.com](https://www.coursecheck.com), an independent platform dedicated to genuine, unfiltered feedback. Learner insights help us not only to enhance our training programmes but also empower potential learners to make informed decisions. Click on the link below to read firsthand experiences and testimonials from past learners.



[Click Here](#)



SQT provide a unique combination of high quality, accredited, practical training delivered by leading industry experts and supported by the most up to date learning technology and tools

LEAN SIX SIGMA, PROCESS & PROJECT MANAGEMENT

- Lean Six Sigma
- Join our Lean Six Sigma Network
- Continual Process Improvement
- Project & Programme Management

COMPLIANCE, STANDARDS & AUDITING

- Quality
- Environment & Energy Management
- Health & Safety
- Food Safety
- Life Sciences
- Laboratory
- Integrated Management Systems

LEADERSHIP & PERSONAL DEVELOPMENT

- Leadership & Personal Development
- Train the Trainer



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