

JOB VERKERKE Chief Procurement Officer

Sometimes special connections built while in post with a company don't just stop when you leave the role. Job Verkerke knows that all too well.

It was as a result of a relationship with Heijmans CEO Ton Hillen that Verkerke established while in post as Chief Procurement Officer at the Royal Schiphol Group that he found his next position.

With over 20 years

of international experience in indirect materials and services and third-party commercial procurement in the healthcare and automotive industry, Verkerke began his career as a project manager in the traffic research environment working for engineering agencies and public ministries. His subsequent career has taken him to the likes of Dobotex,

NAVTEQ, Philips and Royal Schiphol Group before joining Heijmans in July 2021.

Today, he leads complex negotiations and contracted large complex outsourcing deals as well as building up and transforming procurement processes resulting in increased business value; quality, time to market, supplier innovations and cost efficiencies.



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Embracing partnerships

Establishing key, strategic relationships is an essential component of long-term success. For Verkerke, Heijmans' alliance with TWS, who are experts in structured tendering procedures, is particularly important. "When I came onboard, we had a fairly traditional way of doing procurement, which involved bilateral negotiations and many long-lasting relationships with suppliers," he recalls.

“At Heijmans, our core strategy is around leaving the world better than when we arrived”

Job Verkerke

Chief Procurement Officer, Heijmans

“In the newly established roadmap we decided that we needed to change a couple of things, such as moving away from sole supplier positioning in business because it's far too risky. It means being too dependent on one party and particularly in uncertain time zones, such as Covid when you had no flexibility in your supply chain. So, in close collaboration with the business we changed our procurement strategy because we felt we needed to go to dual sourcing or multi-sourcing strategies within our primary business procedures.”

This relationship with TWS sees the firm run several programmes for Heijmans

including fleet management, IT hardware and services, which is bringing significant results. For Verkerke, he maintains he is “pleased” with their support and affirms that having such a strong personal relationship with partners is vital. “Trust is key, but it is obviously about what results they bring too,” he explains. “It's also about being able to understand the company dynamics we have within Heijmans. It is their skillset and how they position the challenge at hand within the cultural and political dynamics of Heijmans. They are also driving innovation in the industry and pushing suppliers to think differently, to come up with different business models and to really take the next step in how to collaborate with us. They're important to us.”

Heijmans also developed an influential relationship with the Q-Card App at the beginning of 2023. The firm opted for Q-Card's virtual cards to bring their spend under management. By adding Q-Card to their 2023 digital agenda, Heijmans is extending its P2P-process, improving upfront visibility and cost control for a wide range of indirect spend categories throughout multiple departments. Another key goal is to leverage efficiency gains by reducing the current ERP vendor base consisting of a too large variety of C-suppliers for small or infrequent purchases. Heijmans is aiming to release the solution to thousands of their staff, both in direct roles and indirect roles and

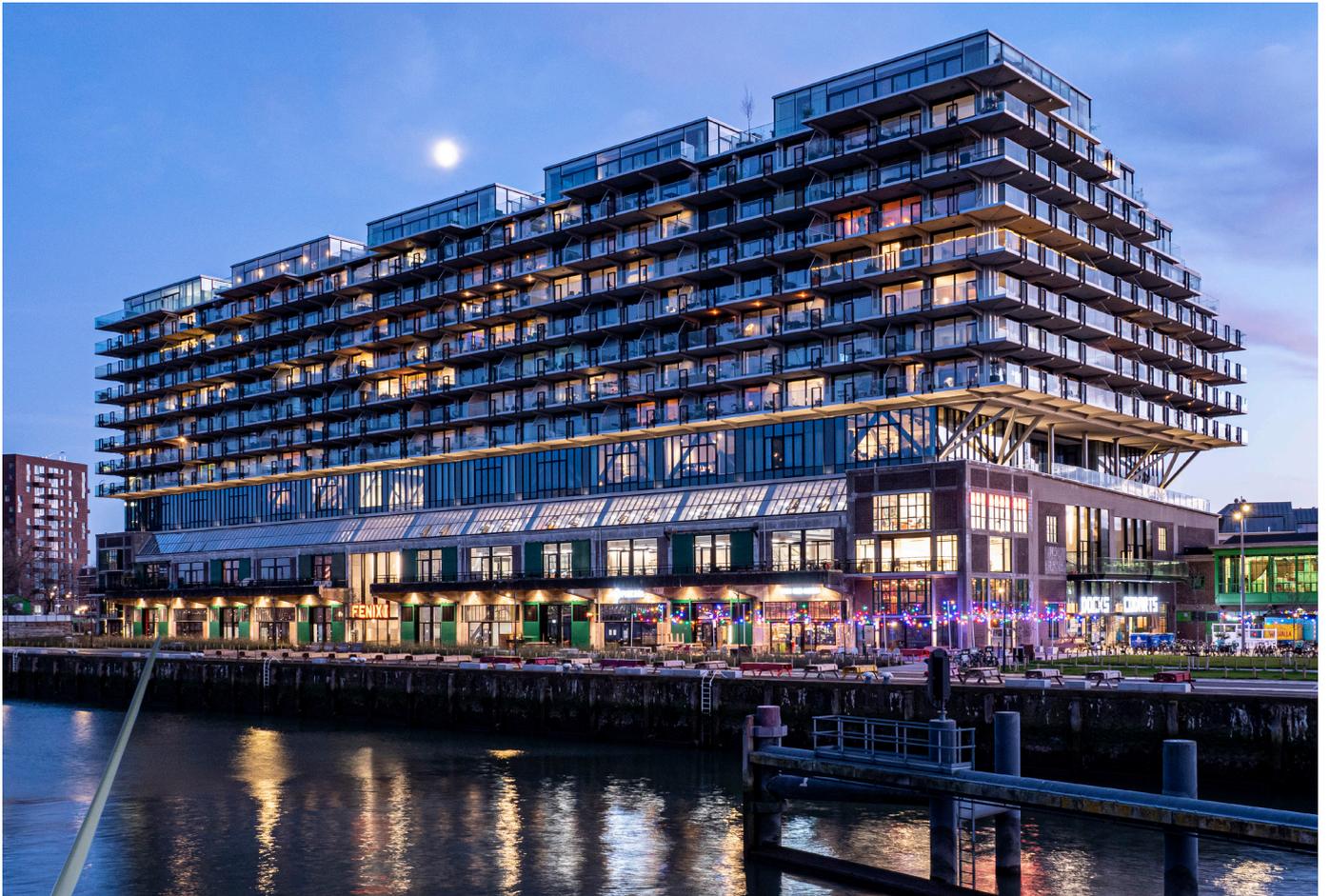
drive adoption with a consumer grade payment experience, such as the mobile app, smartphone wallet integration and user-friendly photos of receipt and guided self-service pre-coding of the transactions.

“As with many corporates, we see a large variety of small indirect and direct purchases in different parts of the organisation, leading to inefficient processes and various payment methods. Many of those are privately funded by employees that require frequent reimbursements. We are happy to kick-off this project together

with Q-Card and modernise our tail procurement with such an intuitive and flexible solution, that will be fully integrated with our finance system.”

Looking ahead, Verkerke is clear about the items sitting at the top of his agenda with the next few years in mind. Heijmans is seeking to establish a proper contract management procedure, creating a purchasing alliance and accelerating the roadmap while focusing on forecasting and funnel management. “We are one of the larger building and construction firms





in the Netherlands, still we are looking for solutions to enlarge our buying power. “We will continue to have the structured tendering procedures on the roadmap with the game theory as a basis where we are fully focusing on forecasting and funnel management.”

It is clear both Verkerke and Heijmans have no intention of slowing down any time soon. Amidst considerable change and transformation, the organisation is gearing up to modernise its procurement strategy and face the next challenge head-on. While Heijmans’ heritage has always been yellow, the future is certainly green. ■