

Jonathan Dutton FCIPS FCIM FAIM FRSA GAICD BA(ECON)Hons

Jonathan Dutton is the former founding CEO of CIPS Australasia, for its first nine years until 2013, and also the former CEO of PASA from 2020-23. He still oversees the PASA training programme and he has developed and delivered training courses throughout his career of over 35 years and is the author of the PASA White-Paper “How to develop a procurement L&D programme for you and your team.”

Today, he is widely acknowledged as a thought-leader for procurement throughout ANZ and works through JD Consultancy as an independent consultant, speaker, trainer, facilitator and coach for a wide range of procurement clients, large and small, which now number almost 100 organisations. He is also currently a tutor on the MCIPS programme.

Particularly he has developed & delivered innovative and leading-edge material for both procurement professionals and sales teams alike - sometimes both at the same time such as 'The Training Sales Simulator' he developed for the QANTAS sales team in the 1990s.

Also, Jonathan devised, planned and launched from scratch the CIPSA Training business whilst he was working there between 2004-13 - a business delivering over 250 training days a year at its peak, as the largest provider of public training in procurement in Australia.

Whilst he was COO of CIM in the UK, he ran the CIM training business - which was around the 25th largest training company in the UK at the time.

He has also developed Learning & Development strategy for several organisations as a consultant between 2013 and 2020 including the design of an entire procurement L&D programme for DFAT through 105 locations worldwide from skills analysis, team assessment and course design.

More recently, Jonathan has worked on individual coaching programmes – 8 hourly sessions over 8 weeks to apply training outputs to individuals real-world scenarios.

For a fast-growing Australian procurement consultancy, before Covid, Jonathan designed an assessed training regime and programme for their clients including eLearning, online training support, assessed AQF qualifications and international accreditations; then accredited by the University of New England.

Since 2013, Jonathan has personally developed and delivered several short training courses for over 1000 attendees in total. These programmes also included private in-company training programmes for organisations such as Holden, DFAT, Victorian Government, Fisher & Paykel, Dept of Defence, Aldi, SA Health, RACV, RMIT and others across several countries.

By far the most successful programme JD has devised and run is the two-day ‘STRATEGIC PROCUREMENT Leadership Masterclass’ workshop for procurement managers –which has run successfully over 50 times over ten years in six countries and is updated regularly. It will be delivered around six more times this year in Australia, New Zealand and China.

Other programmes include negotiation courses at different levels, contracts & contract mgt, an SRM programme, ESG in Procurement workshops, AI in Procurement seminars and a number of other topics in and around procurement – as well as Managing the Buyer for sales managers, Marketing to Procurement for marcoms managers, and for others who engage directly with procurement from the other side of the table.

Attendees have included hundreds of procurement executives from organisations such as Rio Tinto, BHP Billiton, Telstra, Novartis, Foxtel, Vic Government, Petronas, Oil Search, Bluescope, EY, PWC and many others - many more are listed on the JDC website and in the JDC training brochures.

JD has gained a reputation for engaging education and presentation work built on real substance and great content, using a wealth of real examples and case studies, delivered in a vibrant, informative and engaging way, both online and in person, offered with gravitas, humour and flair.



Jonathan Dutton FCIPS <https://www.jdconsultancy.com.au/public-speaking>

