



**Laura McQuade**

Procurement Manager

### Introduce yourself. Where do you work? What is your job role?

My name is Laura McQuade, and I am the Procurement Manager for Bassetts. I have been with the company for just over a year.

### What does your job entail?

My responsibilities include sourcing and buying products for Bassetts branches. Much of my role involves networking, collaborating, and negotiating to ensure the procurement of goods at the best possible value for the business.

### Outline your career to date

I began my career as a Labour Market Analyst for the Department for Work and Pensions. In that role, I acquired and analysed data on local economic and labour market topics to enable the government to make decisions concerning education and support for the unemployed. Later, I took a career change into new build construction and worked my way up from Customer Care Coordinator to Senior Buyer. It was in buying where I came into my own, negotiating costs to ensure cost-effective procurement of materials and analysing data to ensure that we remained cost-effective and ahead of the competition. In 2021, my family and I decided to relocate to Northern Ireland, and that is when I joined Bassetts.

### What qualities are required for your job – personal and professional?

I have a strong “can-do” approach, excellent communication skills, the ability to communicate and work with people at any level, attention to detail, excellent negotiation skills, and tenacity.

### What is the best advice you have ever received?

I believe in treating others as I wish to be treated. You have to earn respect; you can't just expect it.

### What do you like to do in your spare time?

Having two teenagers means that I have very little spare time. However, when I'm not driving them around, I enjoy amateur entomology and fossil hunting. Although if you ask my husband, he would say that I collect rocks and creepy crawlies to squish into picture frames.

### Tell us an interesting fact about yourself?

My husband and I got married in Las Vegas, but unfortunately, not by Elvis.

### Who has inspired you most in your life?

I have been inspired by so many people in my life, but most importantly by my mother. She was widowed at a young age and had to raise five children on her own. She taught me to never give up, no matter how hard things are, and gave me the strong work ethic that I have now.

### What advice would you give your 16-year-old self?

Things worth having don't come easy. You have to work for them, but they are always worth working for. So keep at it, and you will reap the rewards.