

From the Desk of:

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## SENIOR STRATEGIC SOURCING SPECIALIST

One of the largest investor owned energy companies in the world has this immediate need!

### OVERVIEW

Responsible for supporting Company's sourcing activities for Energy Efficiency. Experience should include: category management, supplier relationship management, commercial negotiations, procurement process management and improvement, systems & analytics, market supplier development and clear/working knowledge of current industry trends.

### RESPONSIBILITIES

#### Category Management

- With support of the Category Manager, work with Stakeholders to establish clear business needs, apply forward thinking skills to set long term category strategies
- Able to execute operationally, complex sourcing activities
- Manage the delivery of savings targets
- Mastery of transactional sourcing activities
- Understands sourcing processes, able to implement more than one option: RFX, e-sourcing or pooling

#### Supplier Relationship Management

- Actively focused on maximizing contract values, tracks and reviews its benefits
- Encourages and rewards performance by suppliers
- Holds suppliers to account for delivery using performance data and quarterly business reviews (QBRs)
- Demonstrates a collaborative approach in delivering business outcomes
- Understands the broad range of environmental and social sustainability reporting

#### Commercial Negotiation

- Solid understanding of most contract terms and able to craft terms with Legal and Management support
- Establishes a negotiation plan with clarity of desired outcomes, leveraging specialist support where appropriate
- Basic understanding of adversary's position, desired outcomes, and leverage
- Able to involve stakeholders in negotiation preparations and events
- Successful completion of professional negotiation coursework

## Procurement Process Management and Improvement

- Able to identify the appropriate supplier performance measurements (KPIs)
- Identify ways to build and improve on existing processes
- Typically improve process efficiency by 5-10% over a 6-12 month period
- Obtain Six Sigma Green Belt or PEx equivalent

## Systems and Analytics

- Demonstrates ability in working with multiple ERP systems: SAP, Oracle, Spend Analytics
- Understands how to analyze large data sets and extract valuable information
- Able to build quantitative models and support decision making
- Evaluate and apply the concept of total cost of ownership (TCO)

## Market and Supplier Development

- Solid understanding of criteria for alternative country sourcing
- Able to proactively identify how business needs may be met through alternative country sourcing
- Basic understanding of supplier landscape, risks, and benefits in 1-2 global markets

## REQUIREMENTS

- Bachelor's degree (B.A or B.S.) in supply chain, finance or business management required. CPM or equivalent certifications preferred. MBA, MS preferred.
- Minimum of five years' experience in strategic sourcing (services and related energy efficiency commodities), contract negotiations and vendor management. Strong working knowledge of SAP, Oracle, Ariba & P2P systems required.
- *An equivalent combination of education and extensive subject matter expertise along with procurement process experience may be accepted as a satisfactory substitute for the specific education requirements listed above.*
- The candidate must have strong interpersonal skills, specifically in communications across a multi-national organization. Additionally, the candidate should be proficient in planning, collaboration, and analysis.
- Energy efficiency experience a plus, however, those who possess strong, proven experience in the areas described in the Overview above will certainly be considered and trained in the particular category.