

Job Description Title: Purchasing / Planning Manager – Startup Company

Ref No: 342

Location: Cambridge, MA

According to a recent *Fortune Magazine* [article](#), "...the \$100 billion global lighting industry is undergoing radical change ... by the end of the decade, analysts predict, LED's will be the dominant source for commercial and residential lighting." According to one person interviewed, "...lighting is undergoing the same transition that the film business did when digital cameras first came out."

Have you ever wondered what it would have been like to be one of the first employees at companies like Dell, Microsoft, Amazon, eBay or Facebook as they created completely new industries? Have you ever thought to yourself that it would have been nice to be working at those companies before they went public?

Well here's your chance. We are working with a start-up organization that is well positioned to take advantage of the new LED industry. We are looking for a [Purchasing / Planning Manager](#) to help ensure supply continuity.

If you have a strong purchasing background, have experience with MRP systems to support the business and understand what it means to be on the front end of a startup opportunity, then we'd love to hear from you ASAP.

Position Description:

- Report to the Director of Operations;
- Negotiate prices with suppliers and establish procurement- and inventory-related controls;
- Interact cross-functionally with Development, Operations and Product Management;
- Lead supply planning / material requisitioning to support production plans;
- Monitor supplier performance, identify improvement opportunities, and drive escalation process;
- Identify and develop new sources of supply;
- Evaluate, select and lead implementation of systems to support MRP and PLM.

Background Required:

- Bachelors degree with 5-10 years of Purchasing, Sourcing, and/or Materials experience;
- Solid understanding of purchasing and supplier management principles / best practices. Ideal would be a background sourcing chemicals or glass;
- Strong understanding of manufacturing and quality principles / best practices
- Excellent negotiation skills and experience leading supplier cost negotiations
- Background that includes experience leveraging ERP, MRP and PLM systems;
- Understanding of what it takes to be successful in a startup environment.

Compensation Plan:

- \$80 - 100K + stock options;
- Full benefit package.

For consideration, please submit your current resume to:

Kelly Moura

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Posting date: 03/04/2010