

Careers - Senior Strategic Sourcing Manager

Heartland Robotics - a well-funded, venture-backed startup creating a revolutionary new generation of robots to revitalize American manufacturing - seeks a senior level sourcing professional to join our global supply chain group based in Cambridge, MA. We are currently recruiting for a team player with strong electromechanical commodity expertise. The Senior Strategic Sourcing Manager will have a track record of selecting and managing high performing component suppliers in a virtual operations environment. A business or technical bachelor's degree is required, and an MBA with advanced supply chain certifications are desirable.

Major responsibilities will include:

- Lead the sourcing and qualification of global supply partners for strategic commodities.
- Coordinate quotations and negotiate supplier agreements.
- Deliver targeted pricing and commercial terms.
- Execute the supply base through new product introduction and in production.
- Coordinate the sourcing and purchase of production tooling.
- Assess market conditions and provide regular commodity forecasts.
- Establish supplier performance metrics and coordinate regular business reviews with senior management.

Job Requirements:

- Bachelor's degree in Business, Engineering, Supply Chain or other related field. CPM, APICS certification and/or MBA desirable
- 10+ years of progressive strategic sourcing and commodity management experience in a fast paced and innovative product development environment
- Experience in industrial automation equipment or robotics is desirable
- In depth knowledge of suppliers' manufacturing processes for complex electromechanical commodities, including PCBAs, motors, injection molding, sheet metal, sensors, harnesses, die casting, machining and powdered metal components.
- Demonstrated track record leading international sourcing projects, supplier selection and development of strategic partner relationships.
- Outstanding negotiation skills, including the development of strategic supplier agreements and lowest total landed cost.
- Exceptional analytical and modeling approach to decision making and problem solving.
- Excellent written and verbal communication skills
- Proficiency in Excel, Word PowerPoint and ERP applications, ideally with experience playing a significant role in an ERP system implementation.

We are seeking local candidates only for this position.

Recruiters, please do not respond to this posting.

Interested Candidates, please send resume to:

Ann Whittaker

VP, Administration & Finance

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