



Director, Global Corporate Procurement

Our client is a major software vendor based in the Metropolitan Boston area seeking a Director of Corporate Procurement. The individual will have responsibility for developing best practices for the firm in the procurement function. The company has clients in 160 countries around the world. The individual will have responsibility for a \$200M 'spend'. Currently the staff consists of five Procurement Specialists, four in the U.S., one in Europe. The firm has been growing exponentially, both through organic growth and through frequent acquisitions. Procurement is being centralized across several divisional functions and the Director will be charged with mainstreaming acquired organizations into the current operation. This individual will report to the Senior Director Corp Real Estate and Facilities Globally

Responsibilities:

- **Oversees and manages corporate procurement strategy, purchasing expertise and service functions while adding business value and improving bottom line performance. Develop, communicate and implement best practices and operating policy globally. Drive purchasing programs, TCO concept, global sourcing strategy, contract negotiations, performance management and service delivery model with key suppliers.**
- **Perform in-depth spend & category analysis and reporting. Make recommendations to optimize spend leverage and implement industry standards to streamline process and improve efficiency while implementing overall cost reductions. Reduce and manage the supplier base to reasonable size, gather rogue spend and further leverage purchasing dollars. Manage supplier sourcing and certification, negotiate contracts and drive services and quality standards. Manage P-card program, administration, and catalog management, P.O. processing and reporting.**
- **Work with Audit and Finance and develop internal controls for procure to pay programs and systems; ensuring data integrity, compliance with Sarbanes Oxley, GAAP, internal policies and purchasing ethic standards. Review system capabilities and make recommendations for system enhancement to improve process and reporting capabilities which would capture data and allow for utilization in the measurement and reporting of key performance metrics.**

Requirements:

- **Bachelor of Science Degree in Business or related field, Masters/post graduate degrees a plus.**
- **10+ years of procurement experience in a manufacturing environment, ideally in a software development firm.**
- **Supply Chain/Procurement certifications (CPIM, APICS, etc.) are definitive pluses.**



- **Procurement professional with a minimum of fifteen years experience with a technology company with a proven record of accomplishments managing significant change, enterprise pay to procure programs, reducing company spend and implementing global purchasing practices, concepts, policy and purchasing procedures.**
- **Subject matter expertise in sourcing a wide range of goods and services, strong negotiation and contract skills to include global agreements, in-depth knowledge of purchasing systems, purchasing metrics and reporting, supplier management and use of supplier scorecards & corrective action programs, B2B internet purchasing, electronic invoicing, payment programs &, electronic transfer of purchase orders, detailed program experience with classification programs, catalog management and procurement cards**
- **Strong background in financial analysis and understanding of accounting principles and internal controls. Relies on extensive experience and judgment to plan and accomplish goals. A wide degree of creativity and latitude is expected. Excellent communicator, strong computer skills (excel, access), extensive purchasing system knowledge, CPM designation a plus.**

**Please send resumes to Mark Thrapp, Senior Recruiter, Claddagh Resources,
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