

Manager, Global Strategic Sourcing– Job #2694

Summary: Member of a high functioning team focused on the early stages of Product Development (PD) and responsible for selecting new suppliers by identifying, evaluating and developing suppliers and ensuring their performance and capabilities are optimized. This position exists to optimize the effectiveness and utility of the PD department and will focus on the Sourcing Excellence function of the team, indirectly reporting to the Global Director of Sourcing.

Primary Responsibilities:

- Define the process for growing effective partnerships with preferred suppliers
- Develop, implement and monitor early supplier development initiatives
- Define and develop required communication and rollout plan for addressing PD supplier capability deficiencies
- Work with the global sourcing team to implement agreed upon global sourcing strategies
- Maintain a clear focus on cost competitiveness and work to identify clear total cost of ownership
- Negotiate sourcing agreements to secure capacity, competitive pricing and appropriate terms/conditions
- Continuous development and management of the supply chain for cost-saving and quality improvement
- Drive improvement in the sourcing process in emerging markets as well as reduce sourcing costs
- Prepare for negotiations through effective planning as well as understanding Win-Win negotiating principles and avoid positioning
- Identify and develop strategies in conjunction with GBU sourcing leadership to mitigate high risk for sole sourced items

Education, Skills and Experience:

- BS degree, MBA or MS degree preferred
- 8-10 years of experience in Supply Chain Management, Supplier Relationship and/or Supplier Development
- Mastery of negotiation skills is required
- Demonstrated track record of effectively influencing and negotiating with all levels of an organization and leading effective/successful change initiatives
- Demonstrated knowledge and expertise in: Supply Chain Management, Supplier Development, Stakeholder Management, Risk/Issue Management, Implementation Planning, Training/Communication, Scope Management
- Domestic and international travel required
- Multilingual is preferred

Location: South of Boston

Salary: \$100,000-\$115,000 plus 10% bonus

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