procurement manager

job profile



education

B.S./B.A. Technical Degree (chemistry, biology, chemical engineering or related discipline

MBA Masters in Business Administration is a plus

skills needed

- experience in the chemical industry preferred
- excellent interpersonal communications, written and presentation skills
- ability to anticipate market dynamics and implement strategies
- strong influencing and leadership skills
- strong analytical skills including cost analysis, financial analysis, negotiation and contract management
- strategic thinking, strong business acumen and ability to create/drive change and innovation
- ability to manage relationships effectively with all levels within customer and supplier organizations
- ability to research, organize and prepare requests for quotation
- ability to negotiate, write and interpret legal contracts
- ability to work productivity and effectively in a team environment
- ability to problem solve

salary range

$70,000 - $170,000

what does a procurement manager do?

This person manages the company's raw material spend, in addition to providing global strategic direction on spend categories. The manager drives rationalization and integration of global sourcing strategies; sets expectations of and manages supplier performance; researches market and supply economics as related to purchases and business needs; and participates in supply chain teams to improve performance and reduce total cost of ownership.

key success factors

Meet or exceed annual cost savings and productivity goals, developing and implementing surety of supply strategies, driving functional excellence through continuous improvement programs, building long term strategic plans, and developing team member competency.

responsibilities of the job

- develop and implement strategic sourcing strategies and tactics for the company's raw materials spend
- develop and manage key supplier relationships
- create and implement sourcing strategies
- execute key raw material programs
- manage all aspects of the procurement process from developing plans and strategies, through supplier contracting, bid process, bid analysis and negotiation; develop new sources of supply to maintain competitive and keep abreast of latest market drivers and conditions
- ensure surety of supply and quality of performance
- drive strategic assessment of pricing, global market dynamics, supplier qualification strategies, game-changers and business impact
- provide global strategic direction and work with purchasing managers to ensure alignment and optimization
- evaluate and negotiate business development opportunities including JV's and vertical integration
- develop, implement and record category savings programs
- ensure compliance with Corporate policies, ISO, Responsible Care guidelines and any local policies