

Director, Global Sourcing, Mechanical – Job #2653

Position Summary: The Director will be responsible for the total spend including Steel, Castings, Sheet Metal Fabrication, Machining, and Plastic Injection Molding, Cabinets and Casings, Pumps and Compressors.

Essential Duties and Responsibilities:

- Align category strategy with supply chain and business requirements. Develop and implement innovative sourcing strategies that address all spend levers.
- Develop, initiate and lead category/commodity strategic sourcing teams across multiple divisions/groups.
- Create and Maintain pricing and predictive models for the category and other cost drivers for all key materials and be able to leverage this analysis in business planning, category development, and global sourcing strategies.
- Analyze complex supplier proposals and use decision-making tools/models, including financial and non-financial criteria, to facilitate award recommendations.
- Execute effective supplier negotiations and event driven cost reductions to meet annual cost reduction goals. Apply e-sourcing technologies and Low Cost Country Sourcing as an integral part of the category sourcing strategy.
- Drive supplier rationalization strategies to maximize category leverage, while developing a supplier data base for category materials / products across all sourcing geographies.
- Manage the bid and quote process - conduct comprehensive supplier analysis and screening, including; financial due diligence, capabilities and capacity, market position and risk assessment.
- Collaborate with R&D to support new product development requirements through new applicable technologies and early involvement programs.
- Serve as the primary point of contact for BU sourcing issues and opportunities related to category management.
- Work with supply base to establish robust quality operating systems to meet BU requirements.
- Establish goals, improvement plans, business reviews and monthly reporting related to areas of responsibility.

Minimum Requirements/Qualifications:

- Bachelor's Degree required; Graduate Degree in Business (Preferred)
- Certified Purchasing Manager (CPM) or equivalent experience
- Minimum six to eight years experience in sourcing leadership
- Commodity experience >100 mil per annum
- Experience in a continuous improvement environment with a track record of achieving significant savings year over year
- Excellent leadership and teamwork skills
- Requires ability to deal with ambiguity and the corresponding capacity to make decisions or recommendations based on potentially incomplete information.
- Must be able to work across all functions and levels of an organization
- 30% global travel

This is a highly matrixed position and requires skills to maneuver and execute goals and accomplishments.

Location: Metro Boston, MA

Salary: \$140,000 - \$160,000 base + 20% bonus