



Strategic Sourcing Manager

The Company: Advantage Sales and Marketing, LLC (ASM) is one of North America's leading sales and marketing agencies specializing in outsourced sales, merchandising, category management and marketing services to manufacturers, suppliers and producers of food products and consumer packaged goods. ASM services a variety of trade channels including grocery, mass merchandise, specialty, convenience, drug, dollar, club, hardware, consumer electronics and home centers. We bridge the gap between manufacturers and retailers, providing consumers access to the best products available in the marketplace today.

The Position: The Strategic Sourcing Manager is responsible for leading the overall management and direction of the company's \$71 million auto reimbursement and strategic sourcing category costs. This position is responsible for servicing the organization by supporting, analyzing, recommending, implementing, and leading strategic initiatives to increase efficiencies and reduce costs. The Strategic Sourcing Manager is also responsible for overseeing the work of other Strategic Sourcing Managers, Strategic Sourcing Administrators and Analysts, third party outsourced personnel and outside vendors to ensure all goals and targeted initiatives are met.

Job Responsibilities:

- Manage the company's \$43 million auto reimbursement program. Ensure all targeted savings initiatives and projects are completed. Manage the contracts, vendor relationships, internal operations, policies, communications and reporting for the auto reimbursement program. Work with the Auto Program Analyst to analyze and recommend cost reduction initiatives across all company divisions. Provide guidance on a daily basis.
- Manage the contracts, vendor relationships, internal operations, policies; communications and reporting of approximately \$28 million in Strategic Sourcing spend categories. Work with the Strategic Sourcing Managers and Analysts to solicit proposals and re-negotiate existing contracts upon contract expiration. Provide guidance on a daily basis. Assist with and lead integrating future ASM acquisitions to purchasing programs and processes.
- Identify, propose, implement and communicate opportunities for cost savings, operational efficiencies and policy changes across all auto and sourcing expense categories. Spearhead sourcing new spend categories as appropriate, including identifying new categories to source, identifying alternate suppliers, and negotiating new agreements.
- Facilitate feedback from divisional leaders regarding vendor performance and develop and implement actions to improve service and cost. Actively manage the budget for all spend categories and work with company leadership to affect changes.

Experience:

- 5 to 7 years experience of expense management or Strategic Sourcing/Procurement.
- Previous experience to include budgetary responsibility for indirect spend categories
- Two years plus of supervisory experience

- 3 to 4 years of intermediate experience working with Microsoft Word, Excel, and Power Point.

Required Skills:

- Ability to analyze data and make recommendations
- Development of reports and recommendations
- Ability to learn quickly
- Self-directed and motivated
- Ability to effectively communicate with others
- Strong attention to detail
- Excellent organizational and time management skills
- Strong Microsoft Excel, Word and Power Point skills
- Ability to lead or manage others
- Strong negotiations or persuasion skills

Education:

- **Bachelors Degree**

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Principals only please

Advantage Sales and Marketing, LLC is an Equal Opportunity Employer and values workplace diversity.