



Example of Director, Strategic Sourcing Job Description

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Our company is growing rapidly and is looking for a director, strategic sourcing. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for director, strategic sourcing

- Design and implement a Sourcing organizational model based on global best practices
- Establish world-class category management organization model and metrics
- Launch and manage financial KPI's for Sourcing, such as deflation, productivity, and working capital optimization
- Lead major supplier negotiations (contracts over \$100M) and competitive bidding to support cost-effective growth of the Company well beyond \$1B in revenue
- Provide strategic and operational leadership for Sourcing staff in global locations (India, Brazil, China, and elsewhere)
- Assure a strong governance culture by monitoring and enforcing compliance with policies and procedures
- Partner proactively with Engineering, Quality, Operations, Procurement, Planning, Installation Project Management, and other groups within the Company
- Collaborate with Quality organization to proactively perform audits of suppliers
- Establish positive and effective rapport with staff, vendors, and customers
- Develop and manage the operating budget for the Sourcing organization

Qualifications for director, strategic sourcing

- Solid people, project management and reporting skills with ability to manage complex situations and multiple priorities with a committed dedication to providing a high level of customer service
- Dynamic manager
- Evaluate and develop strategies to minimize risks associated with global sourcing such as currency exchange rate fluctuations, duties, taxes, payment terms, lead time and country-specific market dynamics
- Develop and direct implementation of category sourcing and lead sourcing initiatives for particular commodities and/or services
- Lead global sourcing teams in developing specifications, sourcing strategies and supplier negotiation strategies for global procurements
- Requires a minimum of 15 years of progressively responsible sourcing/vendor management experience with a minimum of 5 years management experience preferred