
Confidential Company

Director, Purchasing

Our client is a well-known retailer in its respective category in Canada, with locations across the country and 40 years in business. Known for establishing long term exclusive relationships with large commercial clients, it has recently increased its focus on direct sales to retail customers. The business is distinguished by and recognized for its superior and differentiated destination retail experience to customers. Unlike other generic retailers that just sell lower priced product, our client focuses on service: it creates a long-term relationship with its clients by having highly trained and knowledgeable sales representatives, and then commits to delivering product on time. This strategy has resulted in long term and dedicated client relationships.

Our client has a solid financial platform, access to capital, and an aggressive growth strategy. In the next five years, it aims to double sales. In the short term, growth will come organically via its expanded footprint in eastern Canada. Longer term, the company is adopting a more enhanced digital strategy and is looking at strategic acquisitions. The Director, Purchasing will play a key leadership role in achieving this growth.

As part of the growth strategy, the company feels there's an opportunity to professionalize the procurement function. Reducing inventory levels in the distribution centres, introducing key metrics and analytics to support and verify, restructuring relationships with national vendors, bettering just-in-time delivery for commercial accounts, and creating better forecasting models that more accurately account for what has sold/ needs to be sold are all key deliverables in the role.

Reporting directly to the President, the Director will be a member of the company's Senior Leadership Team and will play a pivotal role in enabling business growth and success. The Director is responsible for leading the Purchasing team to support company goals and facilitate inventory for customers. The new Director will conduct a thorough review of all product lines, assess the marketplace to identify the best options for the company, and implement processes and practices to optimize product procurement.

The ideal candidate will be a senior procurement/strategic sourcing professional who has managed the function, ideally in a retail or related organization. Experience that includes acting as a change agent, introducing performance metrics, professionalizing processes, and/or leading a small team would be an asset. This is an ideal role for a business leader eager to play a more influential role in a growing, well branded business.

This position is based in Vancouver, BC.

To explore this opportunity further, please click [Apply](#).

We thank all applicants for their interest in this position. Please note that we will only be in contact with those individuals moving forward with our client.