Job Posting

Position: Category Manager – Redevelopment, Infrastructure & Facilities
Department: Sourcing
Reports to: Senior Category Manager, Facilities Management
Location: Corporate Head Office, downtown Toronto
Status: Permanent – Full Time
Posting: PL_822

Plexxus is a not-for-profit shared services organization which provides value added services to its Member and Customer hospitals.

Plexxus provides Transactional (Distribution, Logistics, Purchasing, Product Support, Accounts Payable), Strategic (Sourcing, Spend Management, Supplier Management, Contract Management, Innovation & Strategic Partnerships) and Support and Enablement (Information Technology, Data Governance & Management, Customer Relationship Management, Corporate Services) services.

VISION: Plexxus is the leading shared service organization in Canadian healthcare.

MISSION: Plexxus relentlessly delivers value to its Members and Customers through service excellence.

VALUES: Excellence, Responsive, Accountable, Collaborative

Plexxus serves a diverse group of hospitals consisting of specialty, community based, academic and research hospitals. Plexxus Member hospitals include: Holland Bloorview Kids Rehabilitation Hospital, Lakeridge Health, North York General, Sinai Health System, St. Joseph’s Health Centre, Scarborough and Rouge Hospital, Sunnybrook Health Sciences Centre, Toronto East Health Network, University Health Network, and Women’s College Hospital. Plexxus Customer hospitals include: Campbellford Memorial Hospital, Haliburton Highlands Health Services, Mackenzie Health, Markham Stouffville Hospital, Northumberland Hills Hospital, Peterborough Regional Health Centre, Ross Memorial Hospital, Royal Victoria Regional Health Centre, Southlake Regional Health Centre, and Stevenson Memorial Hospital.

We are recruiting for a Category Manager to be responsible for the following:

Accountabilities:

- Develop and execute multiple strategic sourcing initiatives across some or all of our Member and Customer Hospitals, driving cost savings and process efficiencies; end-to-end ownership of initiatives
- Develop and maintain comprehensive Category Strategies based on a Category’s historic spend, top Suppliers, marketplace intelligence, new entrants, issues, gaps, opportunities, innovations, new products, industry trends, competitive intelligence, commercial models, delivery models, best practices, business direction, budget requirements and other factors
- Manage the Category Strategy to drive Category transformation, best practices, improvement to total cost of ownership, and saving targets, where possible
- Act as the primary interface to key Categories with Hospital stakeholders
- Provide Category leadership in collaboration with Member and Customer Hospitals
- Influence the Hospitals with respect to gaining buy-in and alignment on the Category Strategy
- Establish and execute Supplier Performance Management program for key suppliers, including score card development, KPI management, and issue resolutions.
- Ability to identify projects and opportunities to apply Innovative Procurement methodologies
• Project managing initiatives in a matrixed environment using a defined strategic sourcing methodology on a consistent basis
• Facilitating and leading stakeholders in the development of a long-term plan and strategy for the assigned category
• Customer relationship management – deliver to defined service level commitments
• Responsible for the development and management of Sourcing Events in collaboration with stakeholders
• Negotiating contracts
• Identifying new opportunities for cost or process savings or increased service levels, including leading change initiatives and improving the overall “value chain” through a category management approach
• Develop and integrate key strategies to enhance relationships with internal customers and suppliers

Qualifications:
• Minimum of seven years experience in managing complex projects with multiple stakeholders
• Experience in the health care industry and/or facilities management will be an asset
• Proven experience in Category Management
• Managing these complex projects in procurement environment is an asset
• More than seven years contract negotiation experience
• Broader Public Sector RFP experience considered an asset
• Ability to lead and champion multiple sourcing initiatives concurrently
• Ability to effectively manage multiple stakeholders at one time (e.g. in a meeting situation), recognizing their position as subject matter experts; demonstrated proactivity and follow up skills
• Demonstrated commitment to providing a high level of customer service & continuous improvement
• Excellent process/project management skills
• Excellent communication and presentation skills combined with analytical abilities
• Demonstrated experience in supplier relationship management
• Demonstrates patience, tenacity and resiliency in dealing with situations
• Solid knowledge of MS Office
• Post secondary education or equivalent combination of education and experience; CSCMP designation is an asset

Core Competencies
• **Strategic Business Thinking** – ability to understand business implications of decisions and to improve company performance
• **Customer Focus** – genuine desire to meet or exceed customer needs and expectations, and to teach others to do the same
• **Organizational Awareness/Alignment** – ability to understand and manage the power relationships in Plexxus and in other organizations (e.g. Members, suppliers), including ability to define real decision makers
• **Relationship Building** – works to build or maintain effective relationships with internal and external stakeholders whose cooperation is important to present or future success
• **Impact and Influence** – ability to persuade or convince others through use of effective interpersonal, communications, negotiations and presentation skills
• **Self Confidence** – ability to effectively lead projects involving stakeholders with differing priorities and agendas, and to be able to convey the value Plexxus brings to the table
• **Organizational Commitment** – ability and willingness to align one’s own behavior with the needs, beliefs and values of the organization
• **Flexibility** – genuine desire to be flexible and accepting of change
Interested candidates please apply by resume to Plexxus Human Resources at careers@plexxus.ca. While Plexxus thanks all applicants, we advise only those who qualify for an interview will be contacted.

Plexxus is committed to providing accessible employment practices that are in compliance with the Accessibility for Ontarians with Disabilities Act (AODA).