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Job Posting

Director, Strategic Sourcing Solutions

We have an exciting leadership opportunity available for a Director, Strategic Sourcing Solutions!

Position Summary

Reporting to the VP, Supply Management & Customer Relations, the Director, Strategic Sourcing Solutions develops the vision of OECEM's Strategic Sourcing Strategy, directs and executes sourcing and procurement projects to build and enhance OECEM's marketplace and leads the sourcing team.

Building on OECEM's "Centre of Excellence" for sourcing and supplier management, the Director of Strategic Sourcing Solutions is responsible for developing and implementing distinctly innovative supply management strategies and methods that will truly add value and build our credibility as a trusted strategic sourcing partner. The incumbent plays a critical role in helping OECEM to create, capture and deliver value for customers by:

- Engaging and strengthening relationships with sector partners and customers (particularly executive levels), with the goal of fostering brand growth and loyalty through the development of a well-executed Strategic Sourcing Plan
- Engaging with customer segments more proactively and strategically to identify products and services to address their current, emerging and future business needs
- Piloting new technologies, innovative procurement methods and models to drive value and streamline steps in the sourcing process in order to accelerate the speed of the products and services to OECEM's Marketplace and ensure customer needs are addressed
- Documenting successes, lessons learned, new processes, performance results, savings, value of upfront commitment, information, insights, feedback on the performance of products and services gained from customers in order to demonstrate transparency, accountability and "acceleration" into an on-line repository of best practices/resources centre to ensure consistency, embed learnings, build/upskill capabilities and expertise of OECEM staff to enable knowledge transfer to customers
- Transferring knowledge to sector procurement professionals through a variety of learning channels, e.g., online "resource centre", webinars, workshops, videos, etc., to enhance supply chain capabilities of sector professionals

Key Responsibilities

The key duties and responsibilities include, but are not limited to:

1. Develops OECEM's Strategic Sourcing Strategy

- Working collaborative with other OECEM teams, conduct consultations with customer stakeholders to ensure sourcing initiatives and projects are aligned with customers' business needs
- Partners with customers and stakeholders to leverage opportunities, explore mutual benefits, reduce and eliminate inefficiencies and mitigate risks
- Engages suppliers as part of the sourcing strategy and implementation, in identifying market trends, emerging technologies, new and emerging products and services opportunities
- Prepares the sourcing strategy and communicates to stakeholders to ensure awareness of plan initiatives and gain acceptance of priority initiatives
- Manages the schedule of sourcing projects, adjusting the timetable and priorities as appropriate to respond to new and emerging sector business requirements

2. Leads the execution of the Sourcing Plan

- Leads the development of the sourcing plan and ensures that operational plans are implemented to support sourcing initiatives
- Ensures sourcing strategies reflect industry, market and sector trends through research, data gathering and analysis
- Develops and executes initiatives using leading edge project management methodologies
- Ensures the development of standardized product and services specifications are aligned with sector business requirements
- Manages the schedule of sourcing projects on an ongoing basis
- Develops strategies to attract suppliers to respond to OECM solicitations
- Ensures procurement process is in compliance with the BPS Procurement Directive, and all related Legislation and Trade Agreements
- Provides input (messaging, target audiences, specific tactics) into Communications Plan to launch new products and services

3. Promotes Utilization of OECM's Marketplace

- Builds and maintains collaborative relationships within OECM groups including Customer Relationship Management, Supplier Relationship Management, Corporate Services and other business stakeholders
- Promotes the value of and creates awareness of OECM's Marketplace of products and services and savings opportunities through a variety of communications tactics (e.g. education sessions, webinars), category and sector feedback forums, ensuring responsive customer service
- Ensures that all products and services are procured and managed in the most effective and efficient manner possible
- Ensures a high level of customer service and professional support to OECM's customers and suppliers
- Partners with Portfolio managers to identify and execute potential opportunities to grow the business
- Delivers presentations and attend events to promote OECM
- Identifies and prioritizes e-enabled decision-support tools, e.g. product / service / price comparators to facilitate the decision to buy process

4. Operational Excellence

- Tracks and reports process and practice efficiency improvements
- Conducts research, data analysis, presentation building and meeting preparation activities
- Supports the execution of business process improvements required to embed end to end strategic sourcing projects
- Tracks effectiveness of completed sourcing engagements and promotes demand management
- Conducts annual and customized Collaborative Spend Reports and analytics
- Develops and implements the appropriate policies, procedures and internal controls for sourcing and procurement activities and departmental quality, utilization, finance, day-to-day operations, service and human resource management
- Ensures Service Excellence standards are embedded in operations and monitored and addressed

5. Leadership and People Management

- Develops the Sourcing team to "Best in Class" performance
- Leverages all areas of responsibility to create a sourcing operation that is integrated and innovative and brings a competitive advantage to the organization
- Provides communication tools, training and coaching to support the sustainment of a high performing culture
- Stay current with strategic sourcing and expense management best practices

Skills and Qualifications

- Bachelor's degree in Business, Operations or Supply Management or equivalent experience. Master's in Business Administration preferred
- Knowledge of Ontario's legislation/regulatory and policy framework related to sourcing and procurement
- Experience in developing risk management strategies and methodologies,
- Knowledge of governance structures and issues
- 10+ years' experience in progressively responsible leadership roles, preferably with significant experience in a leadership role in the public or not-for-profit sectors.

Required Skills

- Superior influencing and relationship management skills
- Ability to develop and implement innovative, leading edge solutions
- Strong leadership and negotiation skills
- Excellent collaboration skills
- Change management
- Business Development
- Strategic Planning
- Project Management
- Ethics and confidentiality to handle sensitive information

We offer...

OECM is a great place to work. Employees thrive in a collaborative and supportive work environment; enjoy a comprehensive and competitive total compensation package, excellent career growth and professional development opportunities, and a dynamic people-focused company culture that supports work/life balance.

Apply

Apply to this opportunity by sending your resume to hr@oecm.ca by 4:30 p.m. on **May 18, 2021**. We thank all applicants for their interest. However only those selected for further screening/interview will be contacted.

OECM is an inclusive employer. Accommodation is available under the Ontario Human Rights Code.

About OECM

OECM is a trusted not-for-profit sourcing partner for Ontario's education sector, broader public sector, and other not-for-profit organizations. We contract with innovative, reputable suppliers to offer a comprehensive choice of quality products and services, to generate significant savings for our customers.



Customers: Discover our Marketplace of Products and Services



Suppliers: Grow your business with access to a \$4 billion market



Get Started: Find out how to start buying through OECM