

Job Posting

Strategic Sourcing Manager – 2 Positions

We're looking for a Strategic Sourcing Manager to join our team!

Key Responsibilities

Strategic Sourcing Planning

- Consults with clients to validate supply management priorities for major spend categories of goods and services and ensure alignment with their business needs; leverages the project prioritization process to filter projects that do not drive value.
- Builds sourcing strategies for defining new/enhancing existing initiatives, analyzing client needs, and identifying potential new supply sources.
- Plans and designs details of projects; schedules work and resource needs, makes recommendations regarding team participation and involvement in sourcing initiatives.

Sourcing Project Leadership

- Leads research into and maintains up-to-date knowledge of supply and demand management strategies for major spend categories of goods and services.
- Plans, develops and delivers comprehensive sourcing strategies to achieve savings goals: performs in-depth analysis of relevant information to identify opportunities and develop proposals to improve sourcing strategies including all quantitative elements (spend, contract analysis) and leveraging all qualitative inputs (supply market analysis, and demand strategies).
- Leads a cross-sector project team and manages the end-to-end procurement process for developing and implementing complex, high visibility, high risk, high spend sourcing initiatives using robust project management methods to ensure business requirements are understood and addressed and that the resultant agreements meet clients' needs by:
 - defining deliverables, evaluation methodologies; pricing models; risk and mitigation strategies; supplier key performance indicators
 - determining the appropriate procurement vehicle;
 - preparing RFX documents
 - finalizing and negotiating agreement terms and conditions with suppliers
 - assessing, defining and resolving procurement issues and escalations with stakeholders and suppliers by applying risk management expertise
- Prepares briefings, presentations and reports on overall progress to OECM executives (as appropriate) and other senior management from the sector, offering authoritative recommendations for action.
- Works collaboratively with OECM's internal teams (Marketing and Communications, Business Relationship Management, Finance) to:
 - Create awareness of and promote the value of OECM's Marketplace of products and services and savings opportunities to drive OECM's value proposition through a variety of communications channels and tactics, e.g., education sessions (e.g., webinars), category and sector feedback forums, etc.
 - Forecast growth, client participation and revenues for assigned sourcing initiatives which contribute to OECM's long-term growth strategy

Advisory Services

- Maintains knowledge of Ontario's legislative/regulatory/strategic procurement policy framework, leading procurement practices and supplier risk management to influence and promote a high level of understanding and acceptance of best practices in a rapidly evolving and competitive field
- Guides clients and advises on best course of action regarding:

- compliance and adoption of procurement standards
- selected categories of spend including the determination of current/future needs and savings
- best methods/sourcing approach to fulfill business requirements
- transition planning and implementation support

Stakeholder Engagement

- Maintains, influences and deepens relationships with clients, suppliers and peer colleagues for effective project execution and to achieve OECEM's overall value proposition
- Builds, sustains and leverages professional relationships with sector associations and organizations as regular outreach channels/conduits in order to:
 - promote OECEM's Marketplace of products and services
 - obtain, provide, verify and discuss information and best practices for continuous improvement
 - promote OECEM's success in addressing clients' business needs

Team Leadership

- Provides business and technical guidance/expertise, mentoring and coaching to project team members, internal/external peers, clients and senior management on sourcing issues and challenges, compliance with procurement policies and processes as well as recommendations on partnership risks/benefits, market trends, business case review/development, procurement strategies, RFX development, agreement negotiations and finalization.
- Assigns project responsibilities, monitors project progress and client satisfaction; co-ordinates within the team and between the internal team and client project team members.
- Participates in hiring, assigning work, training and providing input into performance reviews of other OECEM staff members.
- Provides direction to Analysts to create comprehensive costing models for sourcing initiatives and savings validation.

Skills and Qualifications

- Strong knowledge of Ontario's legislative, regulatory and procurement policy framework; Ontario Broader Public Sector (BPS) Procurement Directive and related processes
- Knowledge of Sourcing/procurement principles/best practices/methods/ trends, especially developing sourcing strategies, managing the procurement process, terms and conditions and understanding of commercial agreement terms
- Demonstrated experience with project management concepts particularly with the planning and execution of sourcing projects
- General business and strategic planning processes
- Detail-oriented, flexible, self-starter with high desire to learn and refine approaches to increase personal and organizational impact
- Results-driven, responsible, with strong commitment to contributing to the success of OECEM's business objectives
- Team player with strong ability to work independently with minimal supervision
- Calm positive attitude to produce accurate, high quality work in a fast-paced, changing environment.
- Passion for service excellence
- Proactive with a sense of urgency

We offer...

OECEM 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 no later than **4:30 p.m. on Thursday, June 10, 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.

Our staff are passionate about leading projects to acquire collaboratively-sourced and competitively-priced products and services for [OECM's Marketplace](#) and connecting customers and suppliers with leading edge products and services to meet customers' needs.



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