

Vendor Manager (Category Manager) – Networks Procurement - OPE02062-21

Description

Put your footprint on driving future state Telecom Networks Procurement strategy and competitive advantage at TELUS.

Join our team

Are you a strategic thinker? Do you have a track record of ideas, influence and impact? There's a buzz around Procurement within TELUS. Why? We're on a transformational journey towards our vision of Procurement 2022 and increasingly recognised by the business as a key enabler to driving TELUS' competitive advantage.

The Procurement team impacts everything and everyone. We optimize spend across all business units and provide savings that can then be reinvested to deliver innovative products, services, solutions and exceptional experiences to our customers. We're the trusted business partner to senior leaders accountable for making informed decisions on strategic and operational expenditures. Our partnership model approach extends to suppliers who become strategic partners in our quest to deliver the best value, minimize risks, introduce innovation, and achieve the best results. Layering in technology advancements such as artificial intelligence and robotic process automation into our practice is world-class and opens our minds to the extent of new possibilities.

TELUS is on the exciting journey to deploy next generation telecom technologies across our networks that deliver a tremendous breadth of mobile and fixed communications solutions, entertainment platforms, security, consumer and enterprise offerings. Networks Procurement's contribution is ever more critical in order to achieve successful deployment of broad range of new technologies to ensure TELUS' continuously winning of best network awards, to drive Likelihood to Recommend by customers through network reliability and best-in-class customer experience, to stimulate suppliers innovation and to explore and implement new cost models to reduce TELUS networks supply costs to stay ahead of competition. Our ambition is to enrich the end customers' lives and to improve businesses' productivity through future friendly telecommunication services.

What YOU will do

The Category Manager is an individual contributor role within the Networks Procurement team. The role has

accountability for developing and executing sourcing strategies for the assigned network category. In addition, the role is responsible for a portfolio of suppliers, including managing supplier relationships, driving Total Value of Ownership and ongoing supplier performance, as well as coordinating efforts between internal stakeholders and the supplier account teams to meet procurement objectives.

The Category Manager will use their procurement knowledge, market intelligence and e-procurement tools to conduct category spend analysis, develop category strategies and lead pricing negotiations with new and existing vendors. The Category Manager will also be responsible for drafting, negotiating and administering purchase contracts.

Qualifications

What YOU bring

- Strong Technology Procurement skills and experience
- Expertise in contracting and experience in technology contracts negotiation
- Solid knowledge of negotiation theory and strategies and multiple years of practices
- Good understanding of Strategic sourcing concepts and best practices, related to the procurement of networks products and services
- General level information on the telecom network technologies

You're the missing piece of the puzzle

- Applauded for your "can-do" attitude and belief in the art of the possible
- Recognized for driving change and innovation
- Regarded as an exceptional communicator, influencer and negotiator, able to build and maintain effective partnerships internally and externally with all stakeholders, including senior leaders
- Noted as having strong business and financial acumen
- Proven experience in leading supplier negotiations and structuring deals, including establishing contract terms and conditions (i.e. pricing, performance management and SLA development), drafting legal agreements, and implementing risk mitigation best practices
- Sought out for your ability to collect and analyze data and intelligence into key insights, concept and recommendations
- With a reputation for project execution excellence and achieving results in a complex and fast-paced environment
- With a Bachelor's degree in Business Administration or Engineering

Great-to-haves

- Insights of global telecom industry technology and business trends and major players
- Solid experience in sourcing for telecom networks or IT category
- Experience using Procurement technology and SAP at an advanced level
- MBA or a professional certification(s) from SCMA or CIPS or ISM

A bit about us

Our business is connecting Canadians. Our social impact is using our world-leading technology to create meaningful change, give back to help communities thrive, and help those who need it most. When you join our team, you're helping us make the future friendly. We're committed to diversity and equitable access to employment opportunities based on ability —your unique contributions and talents will be valued and respected here. If this sounds like a fit for you, please visit www.telus.com > careers and search for OPE02062-21. Also check out our other exciting Supply Chain opportunities.

Primary Location

: CA-ON-Toronto

Other Locations

: CA-AB-Edmonton, CA-BC-Vancouver