

Application Link: <https://jobs.compassgroupcareers.com/Canada/job/Mississauga-Director%2C-Strategic-Procurement-Member-Development-ON/868899100/>



You might not know our name, but you know where we are. That's because Compass Group Canada is part of a global foodservice and support services company that's the 6th largest employer in the world, with 625,000 employees.

You'll find us in schools, colleges, hospitals, office buildings, senior living communities, tourist attractions, sports venues, remote camps and military installations and more. We're in all major cities, at remote work sites and everywhere in between – doing business in Canada and 50+ other countries where you can learn and grow. Join us now and point your career forward!

Imagine working in a place that offers great resources to help you achieve your greatest potential. At **Foodbuy**, our solutions strengthen supplier relationships, customize offerings, and lower purchasing and production costs. In turn, we can give our passionate employees ongoing opportunities to grow. Join us.

Why work with Foodbuy? We are a member of Compass Group Canada, the leading foodservice and support Services Company. We extend our value-driven purchasing service model to external clients who benefit from our negotiated contracts with manufacturers that support food and beverage and facility management suppliers.

Job Summary

Now, if you were to come on board as one of our **Director, Strategic Procurement - Member Development**, we'd ask you to do the following for us:

- Lead and develop the Category Business Management Team to increase/maximize stakeholder profitability.
- Identify business gaps and develop programs that meet member requirements
- Identify and execute opportunities to build programs with contracted suppliers for new and existing Members.
- Select vendors that can best meet all supply chain and business requirements delivering the greatest return on investment.
- Manage and administer the 7-step sourcing process for assigned categories, including evaluation and selection of suppliers, as well as negotiation to ensure the lowest net price to achieve business profitability and to meet service needs.
- Develop sourcing calendar for upcoming fiscal year with anticipated financial targets (related to creating project plans).
- Ensures projects are upheld to business standards prior to implementation. Areas addressed include, but not limited to, product cuttings, quality, technical, regulatory, and legal compliance,

finance reporting, marketing, and consumer acceptance, manufacturing, and supply chain deployment.

- Collaborate with Category Business Development and Category Development teams on sourcing projects throughout the year.
- Collaborate with US Teams.
- Communicate program with all stakeholders to ensure a robust understanding of the products/marketplace/issues and opportunities so they can continuously update the clients.
- Lead and conduct quarterly business performance reviews with representatives from key business stakeholders and suppliers.
- Lead project management and implementation of new suppliers' programs.
- Client Contract Management.
- Remain current on industry trends that could lead to development of new strategic initiatives in providing sustainable growth, sales, and profitability.
- Special projects or other duties as assigned.

Think you have what it takes to be a **Director, Strategic Procurement - Member Development**? We're committed to hiring the best talent for the role. Here's how we'll know you will be successful:

- 5 years of sourcing experience in a range of indirect spend categories, including management of a direct reports.
- Bachelor's degree or equivalent industry experience.
- Food Service procurement is an asset.
- CSCMP or Procurement certification considered an asset.
- Excellent problem solving, communication, and influencing skills.
- Strength in meeting or exceeding project milestones and deliverables, while multitasking and prioritizing.
- Significant expertise in contract negotiation and supplier relationship management.
- Ability to provide fact-based strategy and sourcing recommendations.
- Experience user of Microsoft Office.