

# Manager of Supplier Development

**Location:** Ann Arbor, MI

**Length of Contract:** Direct Hire

**Send resumes to:** [jsandland@macservices.us](mailto:jsandland@macservices.us)

**Web Site:** [www.macservices.us](http://www.macservices.us)

Material and Contract Services – LLC, the industry leader in purchasing and supply chain solutions has a career opportunity for an **Manager of Supplier Development**. Relocation allowance.

Manager of Supplier Development works closely with the VP of Strategic Resin Supplier Development, and the Regional PET Category Managers, in the performance management of the global PET resin supply base, and delivery of year over year (YOY) savings and value creation related to PET resin.

- Manage through cross functional, and indirect leadership techniques
- Quantify and deliver through a Total Cost of Ownership (TCO) approach leveraging traditional continuous improvement tools and techniques
- Identify and mitigate PET supply base risk on behalf of ARP

## **Principal Accountabilities**

### **1. PET Savings and Value Creation Management**

- Lead cross-functional ideation management sessions with delivery of YOY savings pipeline in support of PET category savings/value goals of company and supplier.
- Deliver YOY savings and value creation through program management of PET continuous improvement work streams against defined savings/value goals
- Manage PET category savings data base management and reporting
- Create and deliver executive reporting; status and overall savings health of PET category
- Deliver YOY savings and value as a direct project leader (leads/owns projects within the savings pipeline)
- Support Procurement Finance to validate project savings

### **2. PET Supplier Development**

- Implement Supplier Continuous Improvement Plans and lead quarterly supplier development review process, with the following required deliverables:
- Define and report on Regional Supply Base health on a quarterly basis.

### **3. PET Supplier Relationships**

- Own key supplier and commercial relationships in support of operational performance at the VP, director and manager levels, across sales, engineering, and customer service organizations

### **4. PET Operational Support**

- Provide in region, conflict resolution support a(commercial related disputes) for high priority supplier issues that do not have an associated commercial value

### **5. Financial Analysis**

- Build and validate financial models in support of continuous improvement projects

### **6. PET Strategy Development & Execution**

- Support development of the North America PET Procurement Strategy based on continuously changing market needs and drivers.
  - Define and deliver PET tactical execution plan to defined strategy timing and objectives
7. **Occupational Health, Safety and Environment**
- Work in accordance with the responsibilities and authorities described in Appendix 2
8. **Qualifications/Requirement:**
- University degree in a relevant discipline (MBA/PhD preferred)
  - Black/Green Belt or similar continuous improvement professional training or experience
  - Minimum 5 years of cross functional, program/project management experience; Minimum 5 years working in a continuous improvement format, with accountability to deliver results on a monthly basis
  - Demonstrated experience working in a detailed oriented culture, with ability to personally generate business cases and track savings in support of specific projects (strong MS Excel ability)
  - Ability to lead multiple projects at once
  - Strong organizational and project management skills
  - Strong communication skills across all levels of the organization
  - Demonstrated experience and success in conflict resolution
  - Effective participation in multifunctional work-projects and cross-functional teams in an international environment
  - Working knowledge of company information and data systems used by Procurement
  - Mastery of tools such as: statistical analysis, financial analysis, mathematical modelling, hypothesis testing, and gantt style work plans.
  - Ability to lead/facilitate a large group of people to an aligned outcome, or definition of opportunities

**Metrics:**

- Total savings value capture
- Supply base total cost of ownership/continuous improvement
- On-time delivery
- Customer satisfaction