

## **Purchasing – Senior Buyer**

### **Opportunity Finder, Relationship Builder, Evaluator**

You're obsessed with manufacturing supply chains and passionate about ensuring excellence with material that is on-time, to specification, and at a price that is collectively good for the supply chain. You drive excellence with your desire to measure performance, drive improvement, and are skilled at developing a supply chain that equally values excellence.

You are future focused, developing a world class supply base that effectively balances supply chain resiliency, yet providing flexibility and an adaptive response to changing business needs, monitoring the ever changing business and supply conditions, proactively identify supply constraints, and aggressively mitigating the financial impact of those changing conditions to all partners. You are highly attuned to supply chain resiliency and are constantly reevaluating strengths and weaknesses and finding great competitive supply chain Partners that can be relied upon to get it done.

You value Partnerships and invest time in their development. You are highly selective and understand that our reputation and future is built on finding partners that want to be part of the family, can deliver "quality," and long-term advantages in synergy for all stakeholders. You can effectively evaluate a supplier from financial stability, operational capabilities, and assess their quality mindset.

You love to find the best path that is advantageous for all parties developing long term win/win relationships. You like to spend wisely managing the balance of save now / pay later and understand that it is not just about the piece price, but finding the best balance of total supply chain costs

### **You have a strong skillset in external supply chain management, which includes:**

- Deep Purchasing Supply Chain experience in commodities (Dairy, egg, ingredients, variegates, inclusions, packaging)
- Skilled in Logistics
- Ability to execute short- and long-term supply chain goals in quality, delivery, and cost
- Skilled negotiator, contract developer, and relationship builder
- Ability to leverage relationships and the supply chain achieving win/win solutions
- Understand the business needs and skilled at extracting the best value to meet those needs
- Data based investigation and problem solving
- Innovative solutions to tough problems delivering superior results by collaboration, inclusivity with all stakeholders
- Excellent supply chain development skills to achieve Supply Chain excellence
- Strong written and oral communication skills to communicate ideas and expectations
- Enjoy pressure and an agile fast-moving business environment
- Like structure, but excel at variety and can rapidly pivot
- Mentoring and developing Buyers and supply chain team members

## **You will spend your day**

- Working across the organization to ensure successful product sourcing and new product strategies
- Creating integrated processes between R&D, Quality, and Operations to ensure supply capabilities meet quality, delivery, and cost targets
- Finding, evaluating, and developing a capable and diverse supply base
- Point person for initial contact and coordinating evaluation of new suppliers
- Develop contracts for the supply base and negotiating terms and conditions
- Own certain commodities and act as a source of information for the Leadership team on risks and identify opportunities to mitigate that risk
- Coordinate with existing supply base Partners providing forecasts and ensuring capacities and quality expectations can be achieved
- Communicating Purchase Orders to ensure Customer satisfaction
- Monitoring delivery conditions and coordinating with the supply base to ensure on time delivery
- Maintaining the necessary documents, systems, and controls to achieve trust and accuracy of information to the supply base.
- Identify and improve systems to achieve supply chain excellence
- Establish KPI's to clearly articulate and develop accountability in the supply base achieving contract expectations
- Measure actual performance of the KPI's, evaluate areas of improvement, and implement corrective actions
- Supply chain representative for Supplier Scorecard evaluations and process development
- Perform supplier improvement projects and ensure successful improvements
- Looking for opportunities to improve and leverage the relationship to achieve best landed costs
- Learning and staying up to date by attending trade shows, conferences, and reading

## **Your qualifications include**

- Bachelor's degree in Supply Chain, Business, or Engineering and 7-10 years of related and demonstrated experience and training required
- Advanced degree in supply chain management, business, or finance or other related field is preferred
- 5-7 years' experience in Purchasing and Supply Chain functions in medium to large sized enterprises
- Supply chain management professional certifications (CLTD, CPIM, CSCP) or demonstrated effort in achieving continued education recognized in the discipline