



SEARCH SOLUTIONS

I-Talent Gagnon & Partners are search and recruitment experts for Executives, Managers and Technical Specialists positions.

We are recruiting on behalf of our client, an international pharmaceutical company, an experienced and qualified:

Head, Global Procurement (M/F)

As a Global Procurement leader, the successful candidate will have extensive background and significant accomplishments in overseeing a sourcing category management team, developing sourcing strategies for U.S. and Global Sales, Promotional Materials, Marketing Services, Events, Digital Marketing, Market Research, Consumer / Professional Media, and Ad Agencies, as well as negotiating contracts for the European commercial business, as applicable. Additionally, the role will oversee sourcing category managers in Software, IT services, Telecommunications, IT Hardware and Accessories, Professional Services, and several other categories as it relates to shared services.

The position operates as part of a collaborative team where there will be considerable interaction with stakeholders. The individual must be effective in working with stakeholders at all levels of the organization including senior leadership, with the goal of achieving significant value, cost reductions, and improvement of the supply base/service levels.

Responsibilities:

- Lead a Strategic Sourcing/Category and Vendor Management team comprised of 2 or more FTEs.
- With demonstrated leadership abilities in Sourcing and Vendor Management, have above best-in-class category knowledge, including but not limited to subcategories and vendor capabilities.

- Embed self into strategic business partnering alongside supported departments. Regularly track the sourcing pipeline and clearly present to the stakeholders, the sourcing plan and path to achieve value.
- With a track record of developing and delivering category strategies to create value for business units, identify spend patterns/trends and areas for supply base rationalization. Establish clear visibility of opportunities to improve value to internal customers.
- Lead and enable coordination of vendor management activities across functions and business units. Develop the organizational capabilities to manage complex vendor interactions strategically.
- Effectively leverage a cross functional team to manage, re-structure, and develop vendor relationships. Develop strategic roadmaps with key vendors in support future business needs.
- Leverage the relationship with vendors that have multiple touch points throughout the organization, to achieve incremental value. Identify high risk vendor relationships and develop mitigation strategies.
- Demonstrate top line value and operating efficiencies with enhanced stakeholder and marketplace insight, improved quality and speed of sourcing process, and reduced time spent on selection and contract negotiations.
- Establish spend management and generate significant savings over a 3 year period with development of sourcing initiatives.
- Achieve new value and hard savings each year, gained from developed strategies and optimization approaches.
- Successfully implement with e-sourcing technologies/applications.

Knowledge, Skills, Competencies, Education, and Experience:

- Bachelor's degree required. Leadership training and MBA desirable.
- 15 years or more of relevant experience in a pharmaceutical procurement/strategic sourcing environment or an equivalent amount of combined experience in the pharmaceutical industry and procurement/strategic sourcing. 5+ years' experience in global sourcing for a pharmaceutical company preferred.
- Strong understanding of the pharmaceutical industry and development/commercialization of new drugs.
- Experience developing and implementing category focused sourcing solutions.
- Understanding of supply markets, and strategic sourcing principles as related to specific categories.

- Experience developing and leading high performing teams.
- Previous experience within Business Process Outsourcing or managing an outsourced relationship.
- Well organized, and able to work on multiple tasks
- Self-motivated and ambitious, ability to operate without supervision
- Collaborative team player.
- Strong communication and supervisory skills.
- Demonstrated effective influencing and negotiating skills, with various levels of the organization as well as with vendors.
- Demonstrated success using analytical skills, as well as written, and verbal communication skills.
- Experience with various sourcing/procurement practices and tools (i.e. Sourcing Process, Vendor Management, Oracle, Ariba, Emptoris, etc.).
- Experience working with Microsoft Office, at an advanced level.

**Please apply on our website: www.i-talent.com
together with your CV and motivation letter. Thank you.**

Only applications received via this address will be considered for this recruitment. If you have not received a reply to your application within 2 weeks, please consider that your file has not been shortlisted.