

## **Strategic Supply Manager**

**Owatonna, Minnesota or Sioux Falls, South Dakota**

### **POSITION PURPOSE:**

Develop and execute the sourcing strategy for assigned domestic components, MRO product, assigned capital purchases and third-party service providers in support of the Global Supply teams' efforts in optimizing and protecting the company's multiple supply chains. In addition, this position will engage as a key contributor to multiple New Product Development projects. This position will require providing a high degree of support and expertise to the various functional areas to ensure tactical procurement is in line with the strategies to accomplish the defined objectives. This position will support and provide strategic Procurement direction to all AmesburyTruth facilities.

### **ESSENTIAL DUTIES & RESPONSIBILITIES:**

- Knowledge of markets, suppliers, and company requirements
- Develop a high level of product expertise as related to the specific assigned commodities
- Drive continuous improvement efforts as related to Purchasing and Materials related processes and metrics.
- Develop and maintain secure, ethical, and dependable relationships with all assigned suppliers.
- Responsible for the strategic management of appropriate supplier relationships with focus on achieving supplier targets & metrics relative to product cost, quality, delivery precision, and sustainability.
- Responsible for cost performance equal to or better than market changes along with hedging programs and actions prices are favorable to offset future market increases related to assigned commodities and products.
- Analyze trends along with solutions to identify and solve potential supply chain problems
- Assist and support development and execution of production plans across applicable Amesbury Truth manufacturing locations to ensure continuity of supply specific to all assigned commodities
- Develop and implement leading edge supplier management programs such as VMI, Kanbans, automatic fulfillment, consignment program, supplier portals, etc.
- Drive world class supplier performance with key suppliers within assigned commodities. Responsible for the Key Performance Metrics (KPIs) of Quality, Delivery, and Cost. with supplier scorecards being generated on regular cadence
- Develop and implement MSAs (Master Service Agreements) with key suppliers as appropriate including all related contract negotiations.
- Be a key member of cross functional New Product Development Teams as assigned.
- Responsible for reporting accurate and timely management information as related to assigned commodities
- Responsible for developing and managing annual budgets related to assigned commodities

- Responsible for effectively managing all PPV issues specific to assigned commodities
- Responsible for supporting any needed escalation paths related to supply issues/problems as identified by the Tactical Supply group.
- Responsible for other assigned duties including involvement with CI Projects, PTO coverage, Supplier Audits, Management Presentations, etc.

#### **KNOWLEDGE/SKILLS/ABILITIES:**

- Experience creating supply chain strategies in a variety of commodities with focus on plastic components, raw material resins, zinc components, powder coat and other finishes, corrugated, MRO items, stamped components, fasteners, rivets, heat treat processes, outsourcing, etc.
- Senior skills and knowledge related to strategic sourcing
- Experience generating maintain positive cost improvement across all assigned commodities
- Excellent communications, negotiating skills, and collaboration skills
- Excellent financial acumen and analytics skills
- Proficient in Microsoft Office
- Proficient in different operating systems (ex. SAP, BPICs, EIQ, etc.)
- Proficient with different replenishment models
- Proficient in driving continual improvements back through the supply chain
- Experience working with domestic and international suppliers.
- Experience finding and qualifying new suppliers while achieving the optimal balance between total cost of ownership and the best value proposition, including advanced fulfillment technologies and processes.
- Expertise with Project Management software as well as experience in leading Project Teams related to Strategic Sourcing

#### **QUALIFICATIONS / PRIOR EXPERIENCE:**

- Bachelor's Degree required in related fields; Master's Degree preferred.
- Five to seven years of senior experience in Purchasing, Materials, Supply Chain, or related positions.
- Proven leadership experience and team development.
- APICs and/or CPM certifications preferred.

#### **WORK ENVIRONMENT/OTHER REQUIREMENTS:**

- Must be able to use normal office equipment (scanner, printer, copier, computer).
- Overnight Travel may be required near twenty percent of a given year.

***The above statement reflects the general details considered necessary to describe the principal functions of the job identified and shall not be construed as a detailed description of all the work requirements that may be inherent in the job.***

AmesburyTruth is committed to diversity and inclusion. If you are selected to participate in the recruitment process, please inform us of any accommodations you may require. The above statement reflects the general details considered necessary to describe the principal functions of the job identified and shall not be construed as a detailed description of all the work requirements that may be inherent in the job.

**Interested candidates please send your resume to [careers@amesburytruth.com](mailto:careers@amesburytruth.com).**