

## Posted on ISMNY.org

Position Title: Global Sourcing Manager, Telecom (Contract-to-Hire)

Location: Central New Jersey

Contact: Michael Cho, 609-987-8010, michael.cho@rht.com

Global Fortune 500 company is seeking a highly talented and motivated Sourcing Manager (Procurement) with international experience for sourcing telecommunications services and equipment. This position is based in central NJ. Responsibilities of this position include but are not limited to:

- Managing sourcing and selection process for Enterprise wide or Shared suppliers/initiatives including perform the administrative functions required to process agreements from start to finish, including toll gate reviews, legal reviews, and BU acceptance and tracking contract renewals and managing the renewal negotiation process.
- Meeting with suppliers regularly to review vendor performance, develop and use supporting tools such as service levels, performance metrics, supplier and product score cards, etc.
- Meet with internal stake holders regularly to review telecommunication category performance.
- Monitoring and managing all telecom agreements for commitment to contractual terms and conditions as well as spend and use obligations (Minimum annual commitments, etc.).
- Working with suppliers and the spend data warehouse to provide reports, trend documents and key supplier relationship updates.
- Creating and managing a cross functional team of telecom experts in order to foster the sharing of best practices and working with the team to develop and implement shared processes for joint gain.
- Communication planning including targeted communications (such as strategic initiatives, sourcing savings targets, key supplier activities) for groups.

### Requirements:

- 4 year college degree with a Masters in business, supply chain or information technology services (or appropriate professional experience) preferred
- 2-5 years of experience working directly with Telecommunications services and equipment providers (AT&T, Sprint, Cisco, Avaya) in a sourcing capacity
- Experience with industry standard sourcing processes and associated eSourcing tools including RFX, eAuction, contract management and performance management
- Demonstrated ability to work in a federated environment engaging a network of experts globally and with disparate business unit cultures
- Strong communication, influencing, project management and collaborative decision making skills
- Ability to establish effective and trusting business relationships with colleagues at various levels globally
- Quantitative analytical experience and ability to decompose and compare various inputs for internal business requirements and supplier inputs and bids
- Track record of achieving sourcing savings through competitive bids and negotiations
- Use of change management and autonomous leadership skill