



<b>Functional Title</b>	<b>Senior Sourcing Specialist</b>
<b>Corporate Title</b>	<b>Vice President</b>
<b>Location</b>	<b>Jersey City, New Jersey</b>
<b>Employment Type</b>	<b>Full Time</b>
<b>Contact</b>	<b>Michael Deluca – michael.deluca@sgcib.com</b>

**DEPARTMENT DESCRIPTION**

The Sourcing Department supports the overall goals of reducing and controlling SG’s cost structure and commercial and legal risks within the Americas region. The scope of responsibility is broad and covers all commodity areas including, but not limited to, hardware, software, telecommunications, non- IT products and services.

**RESPONSIBILITIES**

- Reduce cost, increase quality, and improve service by reducing number of suppliers and consolidating purchasing power (supplier rationalization).
- Develop supplier RFXs and analyze proposals.
- Independently gather and analyze market/financial data from internal and external sources in order to effectively manage assigned commodity area (Benchmarking).
- Coordinate and participate in Global/Regional/Local contract negotiations which directly impact SG profit margins.
- Ensure that objectives of key company stakeholders/customers are met.
- Develop professional relationships with supplier and manage related activities (supplier management).
- Assist in global implementation of sourcing policies and procedures
- Draft contractual terms and conditions to ensure optimal contractual arrangements and best practices are achieved.
- Proactively seeks new/alternate sources of supply while establishing alliances and managing supplier relations.
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**TECHNICAL SKILLS**

**Required/Must have:**

- Extensive experience with supplier relationships and knowledge of the sourcing process.
- Proficiency in contract negotiations and drafting.
- Excellent analytical and strategic skills.
- Word, Excel and PowerPoint
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**COMPETENCIES**

**Required/Must have:**

- Results orientation
- Client focus
- Team player

**PRIOR WORK EXPERIENCE**

**Required/Must have:** A minimum of 5 years experience in complex Sourcing activities.

**Desired/Plus:** At least 2 years of experience in the financial industry.

**EDUCATION**

**Required/Must have:** B.S. in Business, Information Technology or other related field.

**Desired/Plus:** MBA or Juris Doctorate

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