

# SENIOR COMMODITY MANAGER

Nilfisk-Advance, Inc., the world's largest manufacturer of professional cleaning equipment, is seeking a Senior Commodity Manager to join our team of dedicated employees at our Plymouth, MN location.

Individual is responsible for managing a team of procurement personnel to develop and implement sourcing strategies to meet company quality, delivery, inventory, new product development, and cost objectives. Establish and implement strategic plans in support of company goals through supply base optimization; addressing procurement business risks; improving quality, delivery, and inventory performance; and reducing total cost. The Commodity Manager is the key procurement top management business interface for assigned suppliers and commodities

- Manages a team of Buyers as well as project management staff to achieve corporate cost objectives to include: establishing annual net cost and project plans in support of continuous material cost improvement; leads major resourcing efforts as required such as the Mexican integration project; conducts commodity specific and industry analysis to identify opportunities; tracking of key commodity indexes and supplier material cost drivers along with ensuring appropriate actions are taken with suppliers to optimize cost. Identifies cost improvements opportunities focused on market study and analysis by commodity, supplier competitive quoting, and ensures we have an ongoing funnel of potential resourcing projects along with managing company working capital by continuously improving supplier payment terms.
- Leads supplier development and improvement efforts covering the following: provides leadership for new product development efforts; leads continuous improvement initiatives with the supply base providing performance feedback to key critical suppliers through the approved Supplier Report Card process; supports continuous improvement initiatives with the supply base by coordination of efforts and support to other cross functional areas including Supplier Quality and Engineering and acts as the primary executive Procurement management interface between suppliers, Engineering, and Product Management.
- Provides supplier category management leadership and manages supply base to support company objectives: leads global commodities in assigned categories by developing and publishing commodity strategies; ensures the optimum size supply base; identifies and manages risk associated with the supply chain; makes global sourcing decisions; analyzes and develops plans to manage supplier capacity and capability along with keeping abreast of market and product developments and conducts interviews with representatives for potential new sources of supply.

- Leads efforts to ensure procurement functional excellence is achieved through documentation and continuous improvement process, applies best practices in global procurement.
- Provides detailed performance review for each team member on an annual basis including a detailed analysis of individual performance as compared to Personal Performance Objectives, as well as routine informal reviews and feedback to individual team members.

#### **QUALIFICATIONS:**

- Bachelor's degree in Business, Engineering, Materials or related field of study. A Master's Degree in Business or a related field would be a plus.
- Minimum of 6 years of progressive technical purchasing or commodity experience in a manufacturing environment including a minimum of 2 years in a management role. Requires both domestic and international sourcing experience.
- Demonstrated leadership ability and technical knowledge of professional procurement best practices
- Ability to mentor procurement staff, provide constructive guidance and feedback, in order to raise individual and group performance and skill levels
- Ability to plan, organize, and manage complex projects
- Strong analytical skills
- Excellent verbal and written communication skills; ability to interact with all functional areas and all organizational levels
- Able to represent the company to suppliers at all levels of management
- Able to manage complex internal and external supplier relationships requiring diplomacy and strong negotiation skills
- Expertise in contract writing and negotiation with the ability to influence others and manage complex relationships
- Must be able to both proactively anticipate and analyze problems and develop improvement plans
- Ability to work with staff across cultural and geographic boundaries
- Exposure and working understanding of lean manufacturing/Six Sigma concepts
- Requires some travel, including international travel (1-2 times per year)
- Proficiency in use of MS Word, Excel, PowerPoint. Experience in MS Access and MS Project Management would be a plus. Working knowledge of ERP systems, such as BAAN LN
- Must be a US Citizen or hold Permanent Residency as we are unable to sponsor candidates.

In order to be considered a qualified applicant, you must meet all of the above requirements. Local candidates (no relocation available) who meet those qualifications should submit a resume including a cover letter with salary requirements to:

**USCareers@Nilfisk-Advance.com**

EEO/AA/M/F/D/V

NO AGENCIES PLEASE