



W R A Y EXECUTIVE SEARCH

**Title of Job: Senior Sourcing Manager – Furnishings (finished goods)**

**LOCATION:** Milwaukee, WI

**Posted:** October 2017

**SUMMARY:**

The Senior Sourcing Manager is a senior individual with expert ability to develop and manage strategic and complex supply chains. This individual will be responsible for influencing and supporting the business strategies and leading large programs to meet organizational goals while proactively implementing process improvements across Lines of Business and will serve as Subject Matter Experts in the Supply Chain Department and are tasked with facilitating the development, transfer and adoption of best practices across the supply chain function. Company is the nation's leading supplier of equipment, services and eCommerce systems to the Senior Living profession and is 100% employee-owned.

**RESPONSIBILITIES:**

- Own supply chain for most strategic and complex suppliers, including: cost, quality, fulfillment, contract negotiation and execution, channel conflict, and lifecycle management. Develop and leverage relationships up to and including the supplier's Senior Management level and above.
- Expertly negotiate highly competitive programs for company, including costs and incentives (rebates, co-op, samples, etc.).
- Ensure business continuity and service fulfillment excellence with largest and most strategic suppliers (inventory, risk mitigation and/or contingency plans, etc.)
- Leverage industry and category-specific knowledge to collaboratively build out business strategies and ensure suppliers meet the immediate and future needs of the business
- Leverage Supply Chain best practices and/or tools (e.g., forecasting, importing, distribution, cost modeling, logistics, value stream mapping, total cost of ownership). Serve as Subject Matter Expert in 2+ areas and facilitate the development, transfer and adoption of best practices across the supply chain function

**REQUIREMENTS:**

- 10+ years of sourcing, negotiation and supply management or equivalent combination of experience and education
- Highly communicative and strong ability to think on one's feet; able to provide recommendations and solutions to problems that encompass a broad breadth of business and cross functional situations.
- Ability to create collaborative partnerships with suppliers
- Expert attention to detail and ability to analyze and successfully manipulate large amounts of data
- Superior oral- and written-communications skills with the ability to influence all levels of an organization
- Strong negotiating ability

**EDUCATION:**

Bachelor's degree in Supply Management, Engineering, Operations, Business Management  
MBA Preferred

**SALARY & BENEFITS:** Highly competitive Salary will be commensurate with experience. Full medical and dental insurance, 401K, Profit Sharing.

*For position requirements and specifications please contact:*

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*Wray Executive Search shall provide equal employment opportunity to all qualified candidates, and will refer candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status or any other legally protected basis. Wray Executive Search shall comply with all applicable laws, rules and regulations in the performance of duties pursuant to this Agreement, including but not limited to, Title VII of the Civil Rights Act, the Age Discrimination in Employment Act, the Americans with Disabilities Act, and state and local anti-discrimination laws to the extent applicable.*