

# SOURCING ASSOCIATE

Entrepreneurial? Driven? Passionate? Then A.T. Kearney has the career for you.

A.T. Kearney does more than help businesses change. We help them achieve the kind of significant impact that drives competitive advantage. In order to drive these changes in the procurement and supply chain areas, A.T. Kearney Procurement & Analytic Solutions (PAS) provides comprehensive strategic services and solutions to large and medium sized clients, both foreign and domestic, seeking to dramatically improve bottom line performance.

Our services and solutions are delivered by highly-experienced procurement professionals; leveraging solutions that accelerate and streamline the sourcing and supply management process. We are currently seeking individuals to bring into our PAS practice in the role of Sourcing Associates.

Sourcing Associates bring with them strong business acumen, significant analytical abilities and a deep passion for supply chain management challenges. Sourcing Associates manage categories and complicated work streams independently and consistently deliver impactful results in support of our clients and our project teams.

## Areas of Responsibilities

- Lead the development of the overall strategy for a given work stream, including RFI/P development and execution, supplier response analysis, negotiation and sourcing strategy implementation
- Lead the customer category team in developing a supplier communications plan in support of Sourcing strategy
- Create eRFPs, auctions and practice auctions, and manage RFx and/or on-site auctions/negotiations
- Drive the internal and external category team to provide timely, high-quality data deliverables
- Conduct supplier orientation and training on the Sourcing process
- Develop formal PowerPoint presentations for clients to update status and review project results

## What we Seek

- Bachelor's degree minimum, Masters degree in Business with a supply chain or supply management from a top academic institution highly preferred

**A.T. Kearney**

**PROCUREMENT & ANALYTIC SOLUTIONS**

For more information please visit [www.atkearney.com](http://www.atkearney.com)

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- A minimum of 3-5 years supply chain or procurement experience with a top tier organization
- International Experience is highly valued
- Ability to use Excel/Access to develop pricing models/ market baskets and analyze spend data/ supplier responses
- Demonstrate mature attitude and ability to work in a high-pressure environment
- Previous strategic sourcing and/or consulting experience is desired
- Ability to travel to client and/or supplier site when required
- Experience in supplier identification and supplier site visit in the China market is highly desired
- Demonstrated and superior project management skills (specifically in managing multiple projects) is preferred
- Strong communication and analytical skills in both Chinese and English

## What we Expect

The role of a Sourcing Associate with A.T. Kearney Procurement & Analytics Solutions offers

- Rapid enhancement of skills with constant exposure to new industries and projects
- Opportunity to influence project direction and make a significant contribution from day 1
- Personal and professional development in both supply chain and general business management

We currently have openings for Sourcing Associates in our Shanghai office. Projects may be Shanghai, China or Asia Pacific based. Depending on the location of the client, the position may require up to 100% travel.

## How to Apply

To apply for this position, send resume and cover letter to [ATKPAS\\_CareersASIA@atkearney.com](mailto:ATKPAS_CareersASIA@atkearney.com)

## Resume and cover letters can also be directed to:

A.T. Kearney (Shanghai) Management Consulting Co., Ltd.  
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