

# SOURCING MANAGER

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 Managers.

Sourcing Managers bring with them strong business acumen, significant analytical abilities and a deep passion for supply chain management challenges. Sourcing Managers manage multiple categories and work streams as well as more junior team members while consistently delivering impactful results in support of our clients and our project teams.

## Areas of Responsibilities

- Provide strategic sourcing consulting to clients including diagnostic of procurement capabilities, development and implementation of complex sourcing strategies and transformation plans for large procurement organizations
- Create and implement formal processes to embed strategic sourcing within the client organization
- Identify strategy, operations and technology requirements and process improvements from data analysis
- Work in a self-directed environment with cross-functional procurement and sourcing teams
- Perform benchmarking and bid analysis based on market analysis and cost modeling
- Recommend actions to be taken by clients and assist clients in implementing those recommendations to ensure that measurable results are achieved and benefits are realized
- Lead and develop junior team members

## A.T. Kearney

### PROCUREMENT & ANALYTIC SOLUTIONS

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

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- Actively seek to generate high level project deliverables for our clients and sophisticated internal intellectual capital in support of our future development

## What we Seek

- Master's degree with a supply management or business concentration from top tier academic institution preferred
- 5 to 7 years of full-time strategic sourcing experience in top global or consulting company
- Excellent problem solving skill
- Superior interpersonal and group facilitation skills
- Experienced developing detailed total cost models is required
- International experience is highly desired
- Strong negotiation skills / successful experience with Asia sourcing
- Demonstrated success leading projects and working in a fast-paced and demanding environment
- Experience in developing and executing RF(x)
- Experience in supplier qualification, plant visit, and supplier development
- Proficient in Excel/Access skills is required
- Strong communication and analytical skills in both Chinese and English
- Familiar with Customs related laws, regulations and operations in China and have a good understanding of international customs related laws and regulations is a plus

## What we Expect

The role of a Sourcing Manager with A.T. Kearney Procurement and 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 Managers 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.



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## **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.

ATTN: Christopher Corkery

22/FL Hang Seng Bank Tower

1000 Lujiazui Ring Road

Pudong New Area

Shanghai, China, 200120

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