

SOURCING ASSOCIATE

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

A.T. Kearney is the market leader in helping clients to achieve and sustain significant competitive advantage, through consistently pushing the boundaries in the world of procurement & supply management. We work on projects that range from traditional strategic sourcing, opportunity assessments, procurement benchmarking, post merger procurement integration through to full scale procurement transformation and to accommodate the growing market need for supply management services, A.T. Kearney Procurement & Analytic Solutions seeks to expand its talented team of Sourcing Associates. Together we will serve large and medium-sized corporate and government organisations in delivering advanced, collaborative and innovative solutions to the Board Room. Candidates will demonstrate an entrepreneurial spirit and a passion for being a thought-leader in the field of sourcing and supply chain management.

Role Description

As a Sourcing Associate, you will support a client category team through the strategic sourcing process throughout the course of an engagement and you will provide timely, high-quality deliverables that surpass the expectations and targets of the senior client stakeholders. You will gather and analyse data to identify strategy, operations and technology process improvements and develop innovative solutions that deliver tangible results. Beyond delivering great client work, you will support the growth of the firm through writing and publishing articles and podcast, supporting recruitment, training and mentoring of new colleagues, and use your entrepreneurial spirit to develop your knowledge and expertise into repeatable commercial offerings to our clients.

Areas of Responsibilities

- Support the development of the overall strategy for the client including RFI/P and on-line bidding and design of the bid structure

- Deliver strategic sourcing consulting to clients including guidance throughout the strategic sourcing and negotiation process
- Work with client teams to strategize how to best use appropriate sourcing technologies (Collaborative Optimization, eRFx, eAuctions) within the context of their ongoing commodity strategies
- Manage the sourcing process, validating final bids and generating and distributing RFP reports
- Drive the category team to provide timely, high-quality deliverables
- Conduct analysis, support benefits estimation and documentation
- Develop recommendations and quantify their impact
- Create and deliver presentations of project findings
- Partner with Analysts and other team members to provide analytical rigor and technical expertise on client engagements and internal projects
- Document category experience by developing formalised Intellectual Capital documents in order to continuously increase the breadth of knowledge within the firm
- Leverage knowledge and expertise to develop entrepreneurial and innovative solutions that showcases the firm's thought leadership in the Supply Management field

Your Personal Profile

- Master's Degree or PhD is preferred with outstanding academic results from a top-tier university. Candidates with a Bachelors degree and deep relevant industry experience as a consultant or buyer with in a blue-chip environment will be considered
- Possess excellent organisational, verbal communication and writing skills
- Fluent in English, second foreign language preferred
- Outstanding problem-solving skills that ensures complex business situations are analysed and articulated effectively
- Professional work ethic and integrity
- Flexible and adaptable to an intellectually challenging but rewarding job

A.T. Kearney

PROCUREMENT & ANALYTIC SOLUTIONS

For more information please visit www.atkearney.com

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Your Technical and Commercial Profile

- Deep knowledge of at least one category/industry and the market environment it operates in, including market dynamics, benchmarking and cost drivers
- Demonstrated success in creating and delivering complex and innovative solutions to business problems
- Experience in developing pricing models/market baskets
- Ability to understand the commercial impact of accurate data on client projects
- Experience in developing and delivering presentations to senior executives
- Proficiency in Excel/Access/PowerPoint skills are necessary
- Proficient understanding of Internet technology

What We Offer

- Competitive salary and package including pension, health insurance and life insurance
- Travel assignments throughout Europe, US and rest of the world
- Extensive training and career development opportunities in international locations
- Rapid enhancement of your skills with constant exposure to new industries and projects
- Working with a multi-cultural, dynamic and engaged team and clients
- Opportunity to influence project direction and make direct contribution to firm revenues
- Work in a hybrid consulting role, combining strategic business consulting skills with strong analytical methodologies

This position involves up to 80% travel. Sourcing Associates often work at client sites Mondays to Thursdays and are typically based in an A.T. Kearney office on Fridays.

How to Apply

To apply for this position, send resume and cover letter to ATKPAS.CareersEU@atkearney.com

Contact information

Marion Opladen
+49 (0)211 1377-2299
www.atkearney.com

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