

# SOURCING MANAGER

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 bench-marking, post merger procurement integration through to full scale procurement transformation all of which provide the platform to tackle real life supply management issues of our clients. To accommodate the growing market need for supply management services, A.T. Kearney Procurement & Analytic Solutions seeks to expand its talented team of Sourcing Managers. 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 Manager (SM) you will lead and coach internal and client category teams throughout the course of an engagement and you will drive the joint team to provide timely, highquality deliverables that surpass the expectations and targets of the senior client stakeholders. You will work with senior management to influence project direction in both the planning and execution ensuring that the team consistently delivers tangible results. Additionally, you will be recognised both internally and externally with the clients as a centre of expertise within a particular field. Beyond delivering great client work, the role of a Sourcing Manager also involves significant business development activities including writing winning proposals, recruiting, training and mentoring new colleagues, collecting and documenting all category related intellectual capital (IC) post engagement, writing and publishing articles and podcast and using your entrepreneurial spirit to develop your knowledge and expertise into repeatable commercial offerings to our clients.

## Areas of Responsibilities

- Deliver strategic sourcing consulting to clients including guidance throughout the strategic sourcing and negotiation process for multiple categories
- Strategise with client teams how best to use appropriate sourcing technologies (Collaborative Optimization, eRFX, eAuctions) within the context of their ongoing commodity strategies
- Lead the client category team in developing communications documents in support of the strategy
- Manage the sourcing process, validating final bids and generating and distributing RFP reports
- Create benefits estimation and documentation
- Develop recommendations and quantify their impact
- Create and deliver presentations of project findings to senior client executives
- Document project 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 firms thought leadership in the Supply Management field.
- Create and deliver training session for internal colleagues and external clients in your field of expertise

## 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 manager with in a blue-chip environment will be considered.
- Excellent organisational, verbal communication and writing skills
- Fluent in English, second foreign language preferred
- Strong political awareness and people management skills
- 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 career

**A.T. Kearney**

**PROCUREMENT & ANALYTIC SOLUTIONS**

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

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## Your Technical and Commercial Profile

- Deep category knowledge in at least one category and the market environment it operates in, including market dynamics and cost drivers
- Demonstrated success in creating and delivering complex and innovative solutions to business problems
- Experience in developing pricing models/market baskets
- Demonstrated project management skills, specifically in managing multiple projects
- Experience in developing and delivering presentations to senior executives
- Proficient understanding of Internet technology
- Proficiency in Excel/Access/PowerPoint skills are necessary
- Strong group facilitation skills
- Ability to function as both a team leader and a team member as appropriate

## 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 Managers 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](mailto:ATKPAS.CareersEU@atkearney.com)

## Contact information

Marion Opladen  
+49 (0)211 1377-2299  
[www.atkearney.com](http://www.atkearney.com)

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