



Strategic Sourcing Manager - Overseas

Overview:

At Diamond C, our purpose is to fuel the growth and success of our team-members, customers, and community abroad. We're committed to more – more process improvements, more sustainable manufacturing, and more opportunities for our team. As a Sourcing Manager you will be responsible for handling the company's end to end sourcing operations. The successful candidate will be able to appraise and improve our sourcing activities by analyzing the company's spending, supplying partnerships and new possibilities. You will apply standard purchasing / procurement methodology to spend categories to achieve organizational objectives, best value for the enterprise, and achievement of target return on investments (ROI). Works very closely with internal departments to: identify sourcing needs; conduct buy/market profiles; define acceptable service levels. Develops sourcing strategies; analyzes requests for proposals; negotiates contracts and coordinates supplier integration plans with DiamondC. Your role will Establish a supplier relationship management process with continuous improvement goals/programs in mind. Your role as DiamondC's Strategic Sourcing Manager will focus on the intelligent sourcing, qualification, and continuous improvement goals/programs with our Partner network (they're more than just Suppliers). This Job will have no direct reports.

This position is located in Mount Pleasant, TX

Responsibilities:

- Forecasting - develop onboarding targets based on sales forecasts and pipeline
- Estimate risks and apply risk minimizing techniques
- Collaborating with the procurement department to identify and pursue new supplier opportunities.
- At least four years' procurement experience in a related industry.
- Willingness to travel to develop, promote, and maintain strategic sourcing relationships.
- Demonstrated ability to create and maintain trusted relationships with internal and external customers..
- Analyzes, directs and/or performs maintenance of parameters that control purchasing systems to assure materials arrive on time.
- Monitors and maintains supplier management programs with key suppliers including metrics, performance goals and improvement initiatives.
- Oversee the development of agile, closed-loop processes to quickly identify new capability and capacity needs and correspondingly qualify partners in support of meeting demand
- Negotiation of terms of relationship (e.g. Manufacturing Service Agreements) with our strategic Manufacturing Partners.
- Propose and oversee the implementation of programs to drive greater Manufacturing Partner engagement
- Generate and implement efficient sourcing and category management strategies

- Develop & execute against strategies to drive down COGS & lead time for the procurement of custom mechanical components within DiamondC's supply chain
- Responsibility for Supplier's performance – OTD (on time delivery) and Quality
- Conduct SBRs – Supplier Business Reviews
- Review invoice discrepancies
- Perform should cost analysis as well as benchmarking (determining different manufacturing cost structures based on local factors such as labor rates)
- Establish and drive sourcing strategies
- Discover and partner with trustworthy vendors and suppliers
- Continuous improvement against the above

Qualifications:

- Familiarity with sourcing and vendor management and relevant software
- Fantastic interpersonal and communication skills (both verbal and written)
- Ability to conduct difficult negotiates and sustain good working relationships
- Comfortable with figures and in collecting, analyzing and interpreting data
- Solid judgement with ability to make good decisions
- Meticulous and detail-oriented
- Excellent project management and cross-functional collaboration skills
- Self-starter, manages time efficiently, able to complete work in a timely manner without active supervision
- Advanced knowledge of supply chain management techniques, practices or theories gained through wide seasoning and/or special development. Typically a broad functional knowledge.
- Advanced level of spreadsheeting knowledge.
- Knowledge of how to source from an off continent market, logistics included.

Apply online at www.diamondc.com/careers

We encourage and welcome applicants with any and all backgrounds, experiences, abilities, and competencies. All decisions regarding hiring, promotion, discipline, and discharge are based on qualifications, merit, and the needs of the business. We are an equal opportunity employer.