

# SOURCING MANAGER

As an A.T. Kearney Procurement & Analytic Solutions Sourcing Manager, your primary role is to lead a client category team through the strategic sourcing process, from development of the strategy and approach through execution of an RFI/P, an auction or traditional negotiation and post-negotiation follow up. A Sourcing Manager is also responsible for project marketing and training communications with client stakeholders and suppliers.

In addition to the skills needed for designing and executing strategic sourcing projects, Sourcing Managers must have the skills to gather and analyze data to identify sourcing practice improvements, cost savings opportunities, operations and technology improvements as well as conduct benchmarking and best-practices studies.

Specific responsibilities include:

- Provide strategic sourcing consulting to clients including development of the spend cube, creation of the RFI/P and guidance in the negotiation process
- Lead the client through the strategic sourcing process for one or more categories, including development of the category profile through final negotiations
- Be able to execute against specified delivery models for both e-enabled sourcing and traditional strategic sourcing methods
- Drive the category team to provide timely, high-quality data deliverables
- Lead the client category team in developing a supplier communications plan in support of sourcing strategy
- Conduct analysis to support benefits estimation and documentation
- Document category experience by developing formalized Intellectual Capital documents in order to continuously increase the breadth of knowledge available within the firm

## A.T. Kearney PROCUREMENT & ANALYTIC SOLUTIONS

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

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### What We Seek

A.T. Kearney Procurement & Analytic Solutions Managers typically have a Master's Degree with a supply management concentration. Most have 5 to 7 years full-time strategic sourcing experience in addition to an MBA. Sourcing Managers have excellent interpersonal and group facilitation skills. They have demonstrated success leading projects and working in a fast-paced environment. They enjoy working in teams and are committed to meeting/exceeding client objectives. A proficiency in Internet technology and Excel/Access skills are necessary. Sourcing Managers travel four to five days each week.

### What You Can Expect

The career path for a Sourcing Manager varies with experiences and skills. It is one that is flexible and provides cross training to suit individuals, giving them the opportunity to build skills in other areas. A variety of roles are available for a successful Sourcing Manager:

- **Senior Sourcing Manager** — manages the overall strategic sourcing process for complex category families; leads project work streams and provides coaching to junior project team members
- **Category Manager** — manages consortium supplier performance, including support and service, negotiations and management of supplier activities
- **Director** — responsible for leading large engagements or managing a commercially viable platform that will build the firm, grow the practice and strengthen client relationships

