

Your role:

In this full-scope role, reporting to the Director of Operations Performance, the Consultant – Operations Performance - Procurement manages and executes on the delivery of procurement mandates, as well as identifying, pursuing and developing business and sales opportunities.

Key responsibilities and tasks related to this role include (but are not limited to):**Consulting/Delivery**

- Consolidate client information and cost data
- Review and analyze operating costs of our clients and identify saving opportunities (i.e. indirect costs, specifically with Maintenance Repair and Overhaul MRO focus)
- Analyze client procurement information and assess operational efficiency
- Recommend areas of operational improvement of their suppliers and strategic sourcing roadmap
- Prepare requests for proposals
- Investigate alternative offers available on the market and negotiate on behalf of the client to find savings
- Review, analyze and evaluate gathered data
- Prepare client presentations containing consolidated offers and our recommendations
- Provide regular updates to the clients to report on the status of their projects and build client relationship
- Perform regular market research studies on different North American services

Business Development

- Developing net new business, in addition to growing business within accounts
- Generate leads through researching the market and cultivating your personal network
- Maintain close contact with external professionals and associations to identify and develop business leads through referrals
- Manage the entire sales process for all business leads
- Identify decision makers, schedule meetings, meet qualified prospects, and execute appropriate sales techniques and cycle to close sales
- Diagnose prospects' business climates, challenges, strategic needs, and pain points and develop a true-value proposal to positively impact their businesses

Required qualifications and skills for this role include:

- 7-10 years' in a broad range of indirect and/or direct purchasing in manufacturing industry and procurement experience within a management and consultant role -
- Significant knowledge of and experience in managing RFP processes, negotiation strategies, process and costs, collaborative planning, sourcing and qualifying suppliers/vendors and developing those relationships, inventory/materials management, and procurement software
- 2+ years' experience in a management consulting role
- 2+ years' experience in business development/sales skills, with C-Suite clients within the mid-market space (\$50-250M)
- Willing and able to travel, must possess valid driver's license

Additional preferred qualifications (please note in your application):

- Education in relevant/applicable discipline
- Results driven, independent thinker, perseverance and strong sense of initiative
- Strong analytical skills with proven attention to details and accuracy
- Excellent customer focus and interpersonal skills
- Excellent communications skills (verbal and written)

- High level of business integrity and ethics

Why work with us?

- Globally established brand, yet opportunity for individual and team contributions and impact
- Opportunity for growth
- Flexibility to manage your schedule to meet the demands of the role