

Commodity Manager - Steel – International Manufacturing

Charlotte N.C.

Principal Role:

Lead the strategic sourcing efforts and serve as the expert with regard to the commodities managed. Optimize the Global Supply Chain with a concentration on global, strategic commodity management. Maintain ultimate responsibility for the selection and management of a flexible supplier base that ensures an uninterrupted supply of raw materials to the consuming manufacturing locations. Develop and provide sourcing leadership for cross functional Supply Chain events through direct interface with Production Operations, Engineering, Marketing, Materials, Quality and Finance.

Essential Duties:

- Identify and develop World Class suppliers for key areas of opportunity.
- Select suppliers, direct the % share of business to suppliers and disqualify and remove suppliers from approved lists.
- Conduct contract negotiations, issue non-disclosure and confidentiality agreements, authorize premium freight deliveries, direct order placement consistent with needs, policies and procedures, and approve pricing variances from standard.
- Negotiate and implement formal long term agreements with select suppliers, outlining pricing agreements, terms and conditions, supplier quality requirements, development plans.
- Negotiate global agreements for specific areas of responsibility in support of overall business plans and in line with Global Purchasing Council policies and procedures.
- Conduct negotiations and procurement services in a fair and equitable manner to enhance company's image to the public and to the marketplace.
- Actively participate on Global Purchasing Commodity teams.
- Establish and document formal strategies for all assigned commodities.
- Act as a "set of knowledge" for the Supplier Managers and the program purchasing managers, as well as for the new product delivery teams, providing supplier recommendations, sourcing strategies, and encouraging early supplier involvement during the design/concept phase of projects.
- Establish purchased parts standard costing and conduct regular reviews of Purchase Price Variance (PPV) reports and cost forecasting for assigned commodities.
- Develop and maintain accurate cost trackers and commodity trend analyses and provide information to senior management for all assigned commodities.
- Report performance of contract pricing, purchase price variances, and cost reduction performance.
- Remain current on evolving technologies and informs senior management of the potential effects to the market and the current chosen supplier base.
- Support all internal customers and consuming manufacturing locations regarding supplier selection, supplier performance, new product development, and resolution for all purchasing related issues.
- Meet expectations on special assignments as required.

Preferred Qualifications:

- 5+ years of steel processing and manufacturing experience required.
- Bachelors' degree in business or steel related engineering required.
- Advanced degree, APICS, NAPM certification preferred.
- Proven record negotiating purchase of steel from a cost, process and logistics standpoint required.
- Documented track record of successful negotiation, analytical, organizational and presentation skills.
- Advanced PC software skills – Windows, Excel spreadsheet generation, Word, etc.
- Able to lead, self-confidence, with strong interpersonal and persuasive skills.
- Maintain confidential information with regard to purchased part costs, forecasted purchases, contractual agreements, new product information, patented information, and strategic planning information.

Confidential inquiries accepted via: info@seabridgegroup.com



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