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Job Description:   
Senior Global Category Manager

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| Function: | | **Commercial & Growth, Group Supply Management** | | | | | |
| Position: | | **Senior Global Category Manager** | | | | | |
| Job holder: | | … | | | | | |
| Date (in job since): | | n/a | | | | | |
| Immediate manager  (N+1 Job title and name): | | **Global Category Director** | | | | | |
| Additional reporting line to: | |  | | | | | |
| Position location: | | N/A | | | | | |
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| 1. Purpose of the Job – State concisely the aim of the job. | | | | | | | |
| * Manage the assigned categories within the scope of responsibility * Maximize the value for money of the managed category as well as the impact on the top line and sustainability of Sodexo * Drive efficiency and commercial competitiveness for the Group * This position reports to Global Category Director | | | | | | | |
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| 2. Dimensions – Point out the main figures / indicators to give some insight on the “volumes” managed by the position and/or the activity of the Department. | | | | | | | |
| International food spend | large geographical scope | |  |  | Complex categories to manage  (high expertise) | Responsible for portfolio of categories with spend range M€ 50 to M€ 100 or more | |

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| 3. Organization chart – Indicate schematically the position of the job within the organization. It is sufficient to indicate one hierarchical level above (including possible functional boss) and, if applicable, one below the position. In the horizontal direction, the other jobs reporting to the same superior should be indicated. |
| Global Category Buyer  Global Category Director  Global Category Manager  Global Category Specialist  **Senior Global Category Manager** |

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| 1. **Context and main issues** – Describe the most difficult types of problems the jobholder has to face (internal or external to Sodexo) and/or the regulations, guidelines, practices that are to be adhered to. |
| * To lead cross functional sourcing group management teams with joint accountability for economical, technical, sustainability and quality performance. * Design and Implement category strategies which significantly improve the commercial and growth performance at a group and regional level whilst maintaining compliance to company policy and standards and mitigating all risk. * Engage the different countries in an active collaboration for developing categories regionally and/or globally * Build a strong network within the SM organization in the region and/or globe * Take into account the differences between geographies and business needs, in a diverse and international context |

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| 5. Main assignments – Indicate the main activities / duties to be conducted in the job. |
| Category Management   * Manage autonomously the assigned Regional / Global categories under the scope of responsibility * Continuously assess and review the right management model, RACI and wow of working for the category, together with the Category Director and VP. * Accountable to create and deploy the category management processes, tools and routines adapted to the management model most appropriate for the category * Co-build Category Strategies with Platforms, Segments and Regional buyers in Supply Management * Ensure a good alignment and on boarding of the key stakeholders within the Food platforms * Ensure sustainable sourcing and Sodexo’s Better Tomorrow commitments are built into all strategy and execution plans * Accountable to create an initiatives set that directly contributes to beat market inflation in the countries / regions (inflationary / non inflationary savings plan) * Understanding of Segment and client needs that impact assigned categories * Ensure deployment of Category and Sourcing strategies across Sodexo countries / regions and proper category governance is in place   Supplier Management   * Own the international supplier relationships * Accountable for the supplier performance through the execution of an appropriate SPRM program * Accountable to set-up the right contractual framework to govern the relation, with the support of Legal * Negotiate the terms of International Agreements * Improve Group profitability and risk mitigation by optimizing International Agreements with managed suppliers     Set up, initiate and maintain professional relationships with the Global Suppliers network in order to :   * + Reinforce the image and the credibility of Sodexo   + Identify the technological developments and innovations from the supplier base   Working with SM Finance to ensure robust reporting and measurement of the Global Supply Management performance. |

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| 6. Accountabilities – Give the 3 to 5 key outputs of the position vis-à-vis the organization; they should focus on end results, not duties or activities. |
| * Drive significant annual savings whilst capturing international revenues to support the target achievement of * Built strong expertise for the categories managed at regional / global level * Manage and develop relationships with internal customers in order to achieve awareness, commonality of approach and direction within company objectives |

PROFILE

* Experience in supply management (> 5 years) acquired within or previously out of the group
* International experience: prior responsibility in activity with multiple entities/countries would be a +;
* Graduate caliber with CIPS/ISM or equivalent qualification preferred
* Ability in working in a multi-cultural and matrix environment
* Proven-track records in complex contract negotiation and international category strategy development and deployment
* Team player with excellent communication, motivation and influencing skills
* Stakeholder engagement
* Financial acumen
* Drive for Result
* Project management
* Managing through process
* Fluency in English; French a plus.
* Flexible for frequent international travels (up to 30%)