**Indirect Global Category Manager**

Travel and Mobility

**Location**: London, UK (Preferred)   
**Reporting to**: Global Supply Management Category Director for Indirect Services  
**Travel**: Up to 10-20%, mainly across Europe

**Context**

Sodexo Global Supply Management is reinforcing its capabilities in Travel & Mobility global procurement to better support business operations and create value through category management, strategic sourcing, and supplier performance. This role is part of the global indirect procurement team and focuses primarily on Travel and Car Fleet categories, with potential to contribute to other indirect-related areas depending on business needs.

**Role Purpose**

The Senior Category Buyer – Travel & Mobility is responsible for defining and implementing sourcing strategies across the Travel and Car Fleet categories (e.g. travel agencies, air, hotels, leasing, fuel, maintenance).  
This role leads key sourcing initiatives, manages strategic supplier relationships, and drives category performance across multiple countries. A critical mission is to **lead and animate the network of local buyers**, ensuring alignment with global procurement ambitions and business needs.

**Key Responsibilities**

* **Category Management:** Own and drive category strategies for Travel and Car Fleet across defined geographies. Ensure business alignment, cost optimization, supplier innovation, and full integration of Sodexo CSR ambition.
* **Strategic Sourcing:** Lead end-to-end sourcing processes including RFI/RFP preparation, evaluation, supplier selection, negotiation, and implementation. Ensure robust governance and stakeholder engagement throughout.
* **Supplier Relationship Management:** Manage day-to-day supplier performance and act as the key point of contact for strategic vendors, ensuring service delivery and issue resolution.
* **Network Animation:** Lead and coordinate a network of local buyers. Share best practices, ensure consistency of sourcing approaches, and drive local implementation of strategic initiatives.
* **Stakeholder Engagement:** Engage cross-functional stakeholders (Finance, HR, Operations, Legal) to ensure business needs are fully integrated into category plans and sourcing decisions.
* **Market Intelligence:** Monitor trends and innovations in the mobility ecosystem to identify cost-saving or improvement opportunities.
* **Contract Management:** Negotiate and manage supplier contracts in close coordination with Sodexo Legal teams.
* **Data & Reporting:** Define KPIs and reporting frameworks to track category performance, savings delivery, and supplier KPIs. Contribute to management reporting and category dashboards.

**Unique Challenges of the Role**

The ideal candidate brings strong procurement expertise, a track record of independently managing complex sourcing projects, and the ability to influence in a matrixed and multicultural environment.

This position requires agility, strategic thinking, and strong stakeholder management to succeed in an environment marked by:

* **Decentralized Procurement Landscape**: Aligning diverse local practices with a harmonized category strategy.
* **Data Limitations**: Navigating incomplete or fragmented spend and usage data to support strategic decisions.
* **Change Management**: Challenging the status quo and embedding new ways of working across teams and geographies.

**Profile – Key Skills & Experience**

* **Education:** Bachelor's degree in Business, Procurement, Supply Chain, or equivalent.
* **Experience:** 7 to 10 years of experience in procurement; with proven experience leading Travel and/or Car Fleet sourcing projects..
* **Leadership:** Strong project leadership skills with ability to manage cross-functional teams and influence without authority.
* **Autonomy & Accountability:** Comfortable working independently and taking full ownership of strategic initiatives.
* **Communication and Interpersonal skills:** Excellent communication and stakeholder management skills, capable of interacting with senior leaders and local buyers alike.
* **Analytical & Strategic Mindset:** Able to combine strong analytical capabilities with a long-term category vision. Skilled at working with complex and fragmented data sets to identify spend patterns, build robust business cases, quantify savings opportunities, and support strategic decision-making. Comfortable with data tools and KPIs, and able to translate insights into actionable sourcing lever.
* **Language:** Fluent in English; French is a plus.

**Why Join Us**

At Sodexo Group, we offer an opportunity to make an impact within a complex, multinational environment. This role is ideal for a professional ready to leverage both their category knowledge and broad procurement experience to drive sustainable value and contribute to Sodexo’s vision for procurement excellence across the globe.

**Application**

If you’re a strategic, adaptable procurement professional with experience across multiple categories and a foundation in Travel and / or Mobility categories solutions, we encourage you to apply and help shape Sodexo’s procurement future.