

Global Category Manager – Facilities Management

Hard FM (60%) & Soft FM (40%)

Location: Stevenage, UK

Reporting to: Global Supply Management Category Director for Facilities Management

Travel: Up to 10-20% across Europe

Context

Sodexo Supply Management has embarked on an ambitious program, “Europe Together,” to drive value and cost-effectiveness across Europe through procurement excellence.

This role offers a unique opportunity to join the FM team and play a pivotal role in building and shaping the FM strategy from the ground up. The category management process has gone through a recent update, providing the ideal environment for a hands-on leader who can set standards, develop best practices, and foster a collaborative procurement culture.

Role Purpose

The Global FM Category Manager will primarily lead the Global Category Strategy, and European Sourcing Strategy with an agile and broad procurement perspective, partnering closely with regional buyers, operational teams, and business leaders. This role will cover Hard & Soft FM categories for both goods & services, such as MRO, but also considering the online platforms used to facilitate operational procurement activities (marketplace, vendor ePlatforms/punchouts).

This role will benefit from a candidate who, while experienced in Facilities management, also brings strategic insight from broader category management and procurement activities.

Success in this role will require influencing skills and strong stakeholder engagement across multiple regions and functions.

Key Responsibilities

- **Category Strategy Development:** Design and implement an integrated staffing solutions strategy to enhance cost-effectiveness and supplier performance.
- **Cross-functional Collaboration:** Partner with stakeholders from FM, business segments, and regional procurement teams to ensure alignment of procurement strategies with broader business goals.
- **Supplier Market Insights:** Research market trends, monitor supplier performance, and apply best practices to identify value-creation opportunities within the FM categories.
- **Supplier Relationship Management:** Establish and maintain strategic partnerships with staffing suppliers and other key partners across Europe, promoting high standards in service delivery and cost efficiency.
- **Contract & Compliance Oversight:** Lead European contracting processes with Legal Counsel, setting clear SLAs, ensuring compliance, and negotiating terms aligned with best procurement practices.
- **Data-Driven Decision Making:** Address data access and systems limitations to optimize decision-making, using data insights to guide strategies and achieve cost savings.
- **Process Optimization:** Leverage continuous improvement practices to enhance procurement processes, streamline cross-regional collaboration, and develop innovative approaches to category management.

Unique Challenges of the Role

This role is suited for candidates who excel in navigating complex, decentralized environments and who are motivated by challenges like:

- **Data & Technology Gaps:** Innovating with limited system integration and data fragmentation to enable strategic procurement decisions.
- **Organizational Complexity:** Developing unified European strategies in a diverse, locally oriented culture.
- **Value Creation:** Transforming traditional processes through innovation, supporting both the staffing category and additional procurement areas as needs arise.

Key Skills and Qualifications

- **Education:** Bachelor's degree in Business, Procurement, Supply Chain, or related field; MCIPS or equivalent procurement qualification is advantageous.
- **Experience:** 8-10 years in procurement with experience across multiple categories; a foundational background in Facilities Management (good & services) is preferred.
- **Strategic and Operational Balance:** Skilled in both high-level strategy development and operational implementation, with the flexibility to adapt across categories.
- **Relationship Building & Influence:** Excellent interpersonal skills, adept at engaging and influencing stakeholders across various levels and cultures.
- **Analytical Skills:** Strong financial analysis, problem-solving abilities, and capability to manage complex procurement challenges.
- **Continuous Improvement Orientation:** Committed to enhancing procurement processes and pursuing innovative category management approaches.
- **Languages:** Fluent in English; proficiency in French can be an advantage.

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 staffing category knowledge and broad procurement experience to drive sustainable value and contribute to Sodexo's vision for procurement excellence across Europe.

Application

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