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Job Description:   
Senior Global Buyer

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| Function: | | **Service Operations, Group Supply Management** | | | | | |
| Position: | | **Senior Global Buyer** | | | | | |
| Job holder: | | TBA | | | | | |
| Date (in job since): | | n/a | | | | | |
| Immediate manager  (N+1 Job title and name): | | **VP Global Supply Management, SES (Supplies, Equipment & Services)** | | | | | |
| Additional reporting line to: | |  | | | | | |
| Position location: | | UK | | | | | |
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| 1. Purpose of the Job – State concisely the aim of the job. | | | | | | | |
| * Develop Category Strategies with key stakeholders to deliver value to Sodexo considering TCO methodology * Manage the assigned categories within the scope of responsibility * Increase the international coverage of the managed categories * Drive efficiency and commercial competitiveness for the Group * Manage activities, output and development of Global Buyer | | | | | | | |
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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. | | | | | | | |
| Category Management and Total Cost of Ownership approach | Large geographical scope (many countries on different continents) | | Increase spend under International agreements (European, Multi-region or Global) |  | Complex categories to manage with depth of expertise required to manage category and leverage relevant procurement levers effectively | 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. |
| Senior Global  Buyer  **Senior Global**  **Buyer**  Senior Global  Buyer  VP Global Supply Management SES  Global Senior Category Buyer  Global Buyer  Global Buyer  Global Buyer |

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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. |
| * Design and implement category strategies to deliver business needs by co-building with Food/FM Platforms (Subject Matter Experts), Sodexo Business Segments and regional buyers, for allocated category portfolio to significantly improve the commercial performance at a group and regional level, deliver category innovation and support sustainability targets whilst maintaining compliance to company policy and standards and mitigating risks. * Engage the defined regions to actively collaborate in the development of category strategies * Develop a deep understanding of the differences and/or commonalities in the regional supply markets and business needs of the Sodexo segments when developing category strategies and undertaking procurement / contracting activity. Able to demonstrate a strong understanding of diverse and international contexts. * Ensure procurement solutions consider Total Cost of Ownership (TCO) in all procurement activity to maximise greatest value to Sodexo, whilst also mitigating risk. * Lead cross functional sourcing teams with joint accountability for technical and quality performance and manage all sourcing activity that emanates from Category Strategies. * Build and facilitate a strong buyers network in Supply Management across the Sodexo regions * Ownership and delivery of category and contract targets in annual Supply Management budget (savings & revenues) |

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| 5. Main assignments – Indicate the main activities / duties to be conducted in the job. |
| * Category Management   + Manage autonomously the assigned Global and European categories under the scope of responsibility   + Co-build Category Strategies with Platforms, Segments and Regional buyers in Supply Management   + Establish close working relationship and network with the Regional buyers   + Ensure a good alignment and on boarding of the key stakeholders within the Food / FM platforms   + Ensure sustainable sourcing and Sodexo’s Better Tomorrow commitments are built into all strategy and execution plans   + Understanding of Segment and client needs that impact assigned categories   + Ensure deployment of Category and Sourcing strategies across Sodexo regions * Improve Group profitability by optimizing International Agreements with Global & European Suppliers for assigned categories:   + Negotiate International Agreements (European, Multi-Region or Global as appropriate)   + Generate savings and value to Sodexo   + Manage and seek opportunities to increase International revenues      * 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 supply base to be introduced to Sodexo * Work with Supply Management Finance to ensure robust reporting and measurement of the Global Supply Management financial performance for assigned categories / contracts * Line management of Global Buyer to deliver financial and personal objectives, ensuring a focus on growth and personal development of the Global Buyer |

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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 annual target achievement * Built strong expertise for the categories managed * Manage and develop relationships with internal customers in order to achieve awareness, commonality of approach and strategic direction within company objectives |