

Job Description: Global Senior Category Buyer

Function:	Service Operations, Group Supply Management
Position:	Global Senior Category Buyer Hard FM
Job holder:	...
Date (in job since):	n/a
Immediate manager (N+1 Job title and name):	VP Global Supply Management SES
Additional reporting line to:	
Position location:	UK

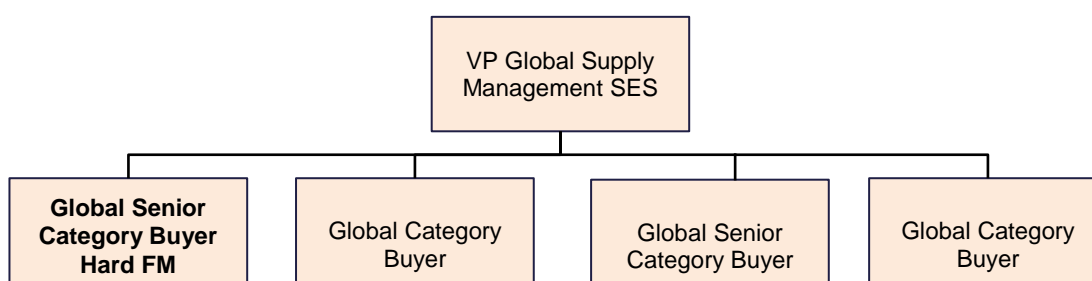
1. Purpose of the Job – State concisely the aim of the job.

- Manage the assigned categories within the scope of responsibility
- Increase the international coverage of the managed area
- Drive efficiency and commercial competitiveness for the Group
- This position reports to VP Global Supply Management

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.

Develop spend under International agreements	large geographical scope (many countries on different continents)		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.



4. 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 technical and quality performance.
- Design and Implement category strategies which significantly improve the commercial performance at a group and regional level whilst maintaining compliance to company policy and standards and mitigating all risk.
- Engage the different regions in an active collaboration for developing categories globally
- Build a strong network within the SM organization in the regions
- Be able to take into account the differences between geographies and business needs, in a diverse and international context
- Design and implement adequate strategies to achieve high performance meanwhile ensuring continuity and risk mitigation

5. Main assignments – Indicate the main activities / duties to be conducted in the job.

Category Management

- Manage autonomously the assigned global categories under the scope of responsibility.
- Establish close relationship with the Regional buyers
- Ensure a good alignment and on boarding of the key stakeholders within the Food / FM platforms

Improve Group profitability by optimizing International Agreements with Global Suppliers

- Negotiate International Agreements
- Generate savings and 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 supplier base

Working with SM Finance to ensure robust reporting and measurement of the Global Supply Management performance.

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 globally
- Manage and develop relationships with internal customers in order to achieve awareness, commonality of approach and direction within company objectives