

Job Description: Global Senior Category Buyer

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

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

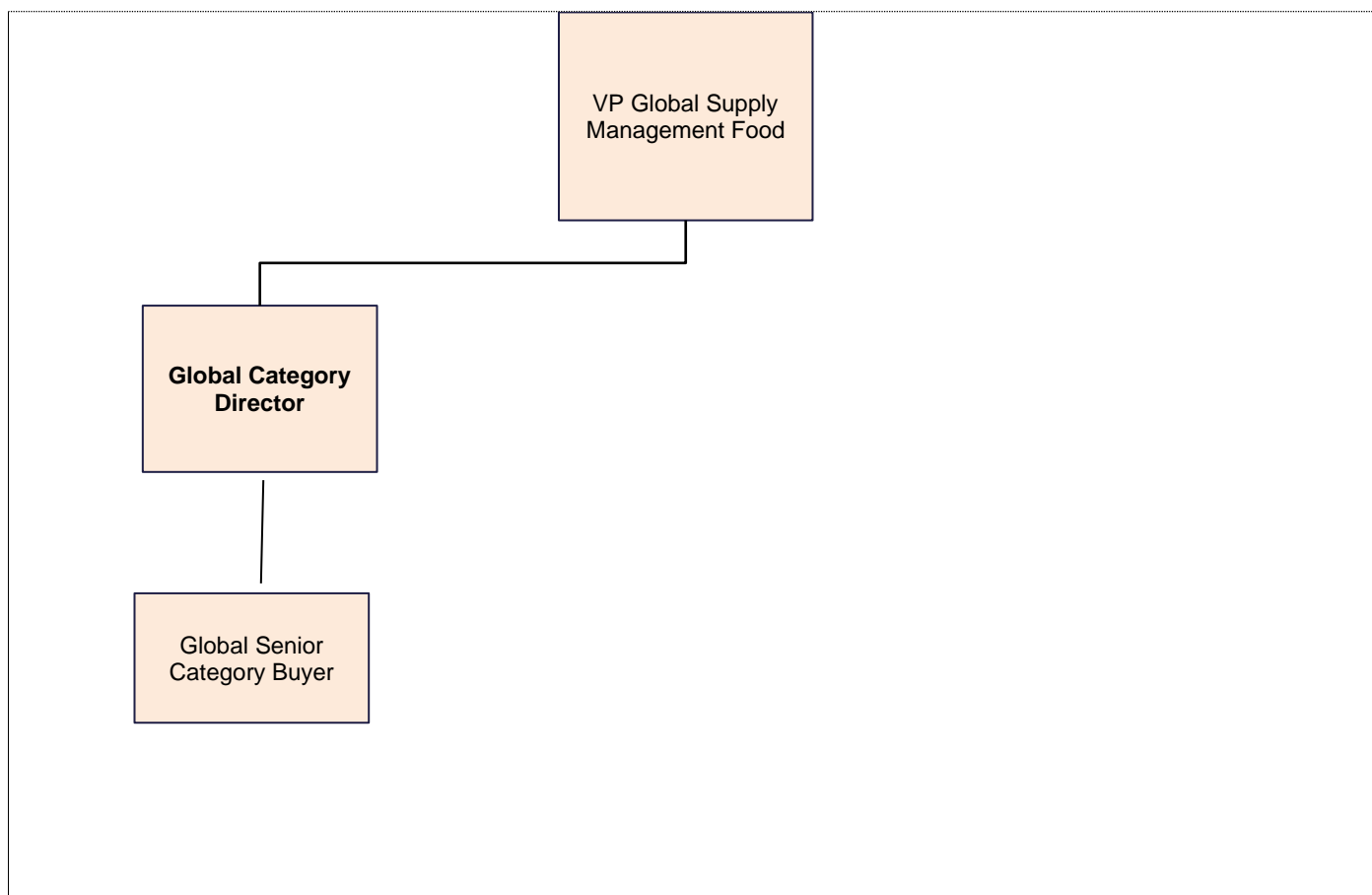
- Develop Category Strategies with key stakeholders to deliver value to Sodexo considering TCO methodology
- Manage the assigned categories within the scope of responsibility
- Increase the international coverage of the managed categories
- Drive efficiency and commercial competitiveness for the Group
- This position reports to the Retail Global Category Director

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.

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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.

- Design and implement category strategies by co-building with Food Platform (Subject Matter Experts), Sodexo Business Segments and regional buyers, for allocated categories to 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 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 good understanding of diverse and international contexts.
- 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
- 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 group 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)

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
 - Co-build Category Strategies with Platforms, Segments and Regional buyers in Supply Management
 - Establish close relationship with the Regional buyers
 - Ensure a good alignment and on boarding of the key stakeholders within the Food platform
 - Understanding of Segment and client needs that impact assigned categories
- Improve Group profitability by optimizing International Agreements with Global 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

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 the needs and requirements of Regions and Segments
- Build 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