

# Sourcing Manager - IT

Job ID  
REQ-10031600  
jan 08, 2025  
Inde

## Résumé

-To be responsible for multiple categories in one country OR one cross divisional category in one country part of the Category aligned teams. May lead the delivery of individual projects defined as part of the Annual Category Plan; to focus on project delivery with activities including requirements gathering, market analysis, qualifying and selecting suppliers with the relevant Business Partners and stakeholders, as well as non-sourcing projects such as demand management and process improvement.

## About the Role

Position Title : Sourcing Manager IT

Location – Hyd-India #LI Hybrid

Your responsibilities include but are not limited to

- Ensure data curation by applying appropriate standard Quality & Security checks
- Experience in end-to-end Sourcing Projects of multi-million dollar (min. \$10 million dollar), global engagements.
- Experience in building RFPs, SOWs and Contracting and running Projects •Deep knowledge on Commercial and contractual terms and support the implementation and execution of software category strategy
- Should possess knowledge of software and SaaS contracts and work as part of the global category strategy to develop a global consistent approach for IT Services spend and knowledge on Procurement strategy execution for IT Services suppliers and category performance management
- Must have in depth knowledge of contract terminology and negotiation skills to mitigate risk and bringing saving to the company
- Manage Services contracts lifecycle and define TCO, commercial model, and Sourcing approach
- Facilitate software supplier selection process through direct engagement or competitive bidding techniques

What you'll bring to the role:

- Implement global category strategy at local level OR implement sourcing business plan for area of responsibility; directly deploys global category strategy at site level.
- Supervise the implementation of sourcing plans for the sub-category & deliver sub-category savings targets following engagement in the target-setting process.
- Manage strategic sub-category supplier relationships, implement consistent key performance indicators for the sub-category, and report on suppliers' performance. -Collect supplier information and feedback

from Divisions, countries, sites, Category teams, and Business Partners, and deliver Procurement Balanced Scorecard metrics for the relevant sub-category.

- Create, apply, complete, and reviews major contracts for the sub-category and ensure that negotiated contracts are clearly communicated for the sub-category area and that they are consistently applied
- Qualify IT Services suppliers – identify selection criteria, select supplier long list, conduct RFx process
- Develop Negotiation strategy, Plan and execution negotiations, document benefits Identify and monitor key category indices, perform category analytics, monitor supplier market, benchmark as required and Skilled in using the eSourcing platforms for negotiations

#### Desirable Requirements:

- University/Advanced degree is required, Master's degree in fields such as business administration, finance, computer science or technical field is preferred
- 7+ years of experience in IT Procurement, Supply Chain with an emphasis on sourcing, direct negotiations, and contracting

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