



Job Description

Job Title: Strategic Sourcing Manager
Department: Materials Management
Reports To: Director of Supply Chain
FLSA: Exempt

Summary: The Strategic Sourcing Manager is responsible for developing, negotiating, and implementing strategic sourcing solutions that enhance Delta Systems profitability by controlling/reducing costs and by optimizing supply chain efficiencies. The role requires familiarity with the complete range of strategic sourcing activities, including spend analysis, category management, contract negotiation, and the management of strategic supplier relationships. In-depth knowledge of the electronics industry is required.

Essential Duties and Responsibilities include the following:

- Manages and executes best-in-class sourcing strategies to include: conducting risk management/due diligence, leading price negotiations, contract preparation and execution, and providing information and influence to facilitate award decisions.
- Leads supplier selection, negotiation, and qualification and manages the business relationship with strategic and transactional suppliers
- Drives identification and implementation of total cost of ownership reduction opportunities and implementation of best sourcing practices.
- Strategic consultant to internal customers – applies industry and category knowledge to recommend solutions that align to business needs, strategy, compliance, and corporate and procurement policy.
- Collaborates with suppliers and internal customers to identify and implement continuous improvement and value-add projects.
- Monitors and analyzes industry trends and evolving technology to proactively identify supply base issues to minimize risk, protect continuity of supply, and utilize emerging opportunities
- Participates in multifunctional New Product Development meetings to understand technical requirements of new purchased components, provide timely, accurate, and competitive RFQ's for prototypes, tooling, and production parts, issue PO's and coordinates arrival of components from supplier to Delta Systems, Inc.

Education and/or Experience

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

A Bachelors degree in Business, Supply Chain Mgmt, Operations or Engineering from an accredited institution is required. A minimum 5 years of experience in electronics or electromechanical sourcing with demonstrated industry knowledge as well as minimum of 5 years experience in Procurement or Supply Chain Management is also required. International sourcing experience and willingness to travel domestically and internationally is key to the success of this position.

Strong analytical, negotiation, contracting, communication (verbal and written), influence and leadership skills are a must. A successful candidate will be able to work independently or in a team while possessing the ability to manage projects, establish goals with accountability, while maintaining a results oriented, proactive mindset. The ability to think strategically (business processes, industry dynamics, short/long term impacts, supplier capabilities and manufacturing practice, general market conditions, etc.) is also required. Professional association certifications in APICS and CPSM, working experience in Lean Mfg/Six Sigma is preferred. Excellent PC software skills especially in MS Excel and QuoteFX are required. The candidate must demonstrate the relevant competencies as outlined in Delta's Competency Matrix.

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit and talk and/or hear. The employee is frequently required to stand and walk. The employee is occasionally required to use hands to finger, handle, or feel and reach with hands and arms.

Work Environment:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is frequently exposed to moving mechanical parts. The noise level in the work environment is usually moderate.