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**\*Fully Retained Search\***

**Position: Buyer**

**Location:** Quad Cities, IA area

**Reporting:** Director of Purchasing

**Company:** Confidential Manufacturing Company-Privately Held

**Compensation:** \$65,000-\$90,000 (based on experience) plus strong 10+% profit share component potential

**Relocation:** Full relocation package

**Timing:** Start Date April, 2010

**Opportunity:**

- This agriculture based company is looking for a Buyer that possesses 3+ years of direct purchasing in a manufacturing environment. This leadership role is a key position in this growing organization, with a strong career track potential and very high profile internally. They are looking for a skilled professional who will be managing relationships with key suppliers at their largest manufacturing facility.
- A very competitive compensation package includes: above market base salary and profit sharing contribution, full relocation, and strong growth potential. They also provide a comprehensive benefits package as well as tuition reimbursement.

**Job Responsibilities:**

- Build and manage a strong relationship with key preferred suppliers
- Track and manage compliance and focus on cost savings
- Negotiate with suppliers to leverage position to gain optimal terms and manage risk and execute contracts
- Define and implement strategic sourcing strategies to meet internal customer needs and obtain maximum value from suppliers
- Negotiate contracts and lowest total cost of ownership and purchase existing goods and services from suppliers
- Develop a strong understanding of the market and monitor competitive factors

- Continuously work on analysis, understanding of the emerging trends in the market, suppliers and goods & services and use the results for the strategic sourcing process
- Collect and prepare data for fact based negotiations
- Ensure successful delivery of identified cost savings and value creation opportunities, and report status against plan
- Generate new project ideas and cost saving initiatives
- Track KPI's performance and other performance metrics and follow-up to address any variances
- Assess supplier capabilities and recommend 'short list' of suppliers for bid lists
- Develop fact based briefs for supplier meetings
- Coordinate and prepare supplier communications
- Work closely and effectively with appropriate internal management , customers and experts
- Optimize supplier base as necessary

## **Job Requirements:**

### **Skills:**

- Strong Analytical skills
- Strong Communication skills with suppliers and internal customers
- Ability to drive networking with suppliers
- Proficiency in MS Office products
- Demonstrated ability to take ownership of issues, initiate actions, and make effective decisions
- Customer focused to meet both internal and external customer needs

## **Education Required:**

Bachelor's Degree in Business Management or related field, CPM is preferred.

## **Experience Required:**

A minimum of 3 years direct Purchasing experience in a manufacturing environment with experience in chemical, packaging, capital, and energy procurement. Additionally, candidates must have a strong knowledge of; VMI, Lean Concepts and Tools, trends and best practices, with a proven track record of success in managing and implementing solutions in spite of operational challenges. Extensive experience with successful, broad change management is desired. Preferred applicants will demonstrate exceptional leadership skills, conflict resolution and negotiation capabilities.

## Quad Cities

- The Quad Cities area is located in the heart of the Midwest on the Mississippi River bordering Iowa and Illinois. The cities that make up the Quad Cities are Davenport and Bettendorf, IA and Rock Island, Moline, IL.
- The area is a beautiful riverfront atmosphere with many water activities as well as wonderful festivals and attractions.
- The area school systems are highly ranked nationally and offer an excellent quality of life with affordable housing and a vibrant economy.
- Population of the Quad Cities metro area is 400,000. Davenport +100,000, Bettendorf 40,000, Moline 60,000 and Rock Island 50,000.
- Within an easy drive of several major metropolitan areas such as Chicago (3 hrs.), St. Louis (4 hrs.), Des Moines (2 ½ hrs.), Minneapolis (5 hrs.), and Kansas City (5 hrs.).