

Job Title: Procurement and Strategic Sourcing Manager**Location: North Sydney, Nova Scotia****KR-14984**

Marine Atlantic provides an essential transportation service connecting Nova Scotia and Newfoundland via 2 routes through the Atlantic Ocean. Offering a unique experience to passengers near and far, Marine Atlantic strives to provide environmentally responsible services as a Green Marine Participant organization to the Atlantic Region. Through their connections in port town regions, Marine Atlantic is continuing to promote development in Newfoundland and Labrador and Nova Scotia. They are looking to grow their team! Meridia has partnered with Marine Atlantic in search of a Procurement and Strategic Sourcing Manager to join a North Sydney, NS location.

Role Description

The Procurement and Strategic Sourcing team is part of the Supply Chain division and working very closely with the other two divisions in Supply Chain, Inventory and Warehouse/Logistic. The two main focuses on Procurement and Strategic Sourcing are to proactively partner with various business units to understand their materials and services and ensure the availability of material and services for the business.

As the Procurement and Strategic Sourcing Manager, you will provide leadership to Purchasing Agents and Buyers personnel, with the overall responsibility of sourcing and procuring material and services for Marine Atlantic's four vessels, two terminals and a few operational buildings in North Sydney (N.S), as well as in Port Aux Basques and St. Johns' (Newfoundland). You will be a part of the supply chain leadership team guiding Marine Atlantic in working collaboratively with internal stakeholders to understand their needs on the material and services. This will include but is not limited to developing the team's strategic sourcing and procurement capabilities, architecting robust category management to understand 80:20 spends and working with stakeholders throughout the organization to design an efficient contract and vendor management strategy.

Your responsibilities will include:

- Providing leadership in sourcing, procuring, contracting, categorizing and vendor lifecycle activities based on best practices and continuous improvement to meet Marine Atlantic's overall supply chain objectives
- Driving all procured material and services under contract within a certain period of time
- Supporting internal teams and internal stakeholders in implementation of SAP for Supply Chain – Finance including training, process improvement and change management
- Working collaboratively with internal stakeholders to understand their needs on the material and services requirements
- Developing and managing strategic sourcing initiatives with internal stakeholders to drive down procurement costs based on the company's best interest and supporting long-term relationships with suppliers.
- Evaluating current purchasing and procurement processes to identify opportunities for improvement towards building a strong category management



- Partnering with the Inventory and Warehouse teams in evaluating sourcing, procurement and contracting strategy to identify opportunities in cost savings and cost avoidance for all inventory materials.
- Following relevant public accountability standards and remain consistent with legislation and trade agreements applicable to Marine Atlantic to develop, implement and manage Marine Atlantic's, contracting strategies across the organization for services and materials.
- Working closely with Legal, Risk, Safety and Finance to mitigate any financial risk and ensuring that appropriate systems and controls are in place
- Partnering with Legal and taking the lead in complex procurement including setting up criteria, working with the business units, selection process, contract negotiation and award; managing the active contract and contract close-out
- Working with the Director of Supply Chain to develop robust policies and procedures for procurement, strategic sourcing, contract management and vendor lifecycle
- Developing and implementing corrective action programs to ensure compliance with policies on all procurement activities
- Leading collaboration, process standardization and knowledge management activities across the sourcing, purchasing and contract life cycle to ensure all procurement activities are made based on Marine Atlantic's Supply Chain procedures
- Managing workload within the procurement team and coordinating cross functional assignments within the supply chain group as well as internal/external stakeholders

Your Qualifications

As the Procurement and Strategic Sourcing Manager, you are a problem solver who uses strong communication skills to collaborate with stakeholders to identify opportunities for continuous improvement and drive efficiency. As a procurement expert, you have experience leading strategic sourcing initiatives involving complex contract management and building successful category management programs.

Your qualifications include:

- Post-secondary education relating to business, commerce, procurement and/or business administration and supply chain management
- 8+ years of demonstrated leadership in a team setting
- 13+ years of hands-on procurement, sourcing, category, vendor lifecycle and contract management experience in both private and public sectors.
- In-depth sourcing expertise in all aspects of outsourcing services in addition to great knowledge of federal procurement and sourcing regulations is preferred
- Experience negotiating contracts and participating in the complex tender process
- Strong understanding of SAP (S4/HANA, Ariba, Analytic), Supply Chain Digitalization and experience with process improvement focused on working towards optimum team efficiency
- You have received or are enrolled in SCMP & PSPP accreditation programs
- Contract management certification is preferred
- A strong team player who leads by example with a 'go-getter attitude



**Marine Atlantic
Marine Atlantique**

Canada



- You have excellent communication and presentation skills and a down-to-earth approach when connecting with your co-workers and your customers/suppliers/vendors.

As the Procurement and Strategic Sourcing Manager with Marine Atlantic, you will be part of a hard-working team and will have the opportunity to lead impactful change across the organization. In exchange for the knowledge and experience you bring, you will be rewarded with a comprehensive compensation and benefits package.

Salary Range: \$ 79,143.86 to \$ 98,929.82 plus a performance incentive.

To express interest in this opportunity, please apply online at

<https://meridiarecruitment.ca/Career/14984>

For more information, contact Katherine Risley, Partner, at 902-424-1120 and krisley@kbrs.ca or Jessica Severeys, Recruitment Specialist, at 902-421-1310 and jsevereys@kbrs.ca. If you require an accommodation to participate in the recruitment process, please let Katherine or Jessica know.

Meridia Recruitment Solutions connects leading organizations with top talent by building strong relationships and creating ideal matches with candidates because we are only successful when you are. We appreciate your interest in this opportunity.

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