

Analyst - Procurement Services

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Company: WNS Global Services

Location: İstanbul

Category: other-general

Job Description

The **Associate, Strategic Sourcing** is a member of a client dedicated procurement service delivery team responsible for assisting category managers (client or WNS) with category planning and strategy development, benchmarking, collecting market intelligence, managing stakeholders, and developing project pipelines. He or she will lead the client's defined strategic sourcing execution process, including building cost models, designing and launching of RFIs/RFPs, evaluating bids, planning and executing negotiation strategies, and making award recommendations. Additionally, this role is responsible for drafting and negotiating contracts and managing supplier relationships. A successful Senior Associate will drive year over year savings while ensuring quality and service level requirements are met. This role frequently interacts with senior members of the client's organization, so he or she must have excellent communication skills and be comfortable leading and participating in discussions across levels and cultures.

In addition to strategic sourcing responsibilities, Associate may have people management responsibilities of various levels ranging from analyst to associate across functions such as sourcing execution, contracting, supplier relationship management, and procurement operations.

Qualifications

Developing and executing sourcing strategies through the use of the client's strategic sourcing process

Identifying cost savings through negotiations, event driven activities, and alternate sourcing strategies to achieve assigned cost saving goals

Leading commercial negotiations and drafting contracts

Supporting category managers in managing overall supplier relationships, including supplier performance, capability development, risk mitigation, cost savings, and quality improvements

If applicable, managing the team's objective setting, performance, career growth, training, and competency development

Acting as the escalation point for the source to contract (S2C) team, communicating and resolving operational issues, and escalating to the Regional Delivery Lead or Category Manager as necessary

Knowledge, Skills and Abilities

Deep understanding of strategic sourcing methods and approaches and an ability to apply various concepts to category-level activities at the client

Expertise in direct spend categories specifically with automotive components is a

[REDACTED] highlights, and procurement strategies

Ability to determine the appropriate procurement strategy for assigned categories and business requirements

Ability to draft simple to complex contractual agreements

Excellent written and verbal communication and presentation skills

Excellent problem-solving skills and the ability to provide custom solutions to address the client's challenges

Ability to manage and prioritize multiple projects and initiatives simultaneously

Strong leadership skills, including ability to motivate and manage people

Proficiency using Microsoft Office tools such as Excel, Word and PowerPoint

Required Education and Experience

Bachelor's Degree

5 years of work experience in contracts, negotiations, procurement, or sourcing

3-5 years of experience with strategic sourcing or supporting a sourcing organization

Expertise in direct spend categories specifically with automotive components is a

Additional Information

Denali – A WNS Company provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

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