



Save the Children

# POSITION DESCRIPTION

## Global Category Manager – Supply Chain



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## How to apply

Please apply through Save the Children International's vacancy website. Please follow this [link](#).

<https://www.savethechildren.net/jobs>



# ABOUT SAVE THE CHILDREN



Save the Children exists to help children affected by crises, or those who need better healthcare, education and protection. We also advocate and campaign at the highest levels to secure positive and sustainable change.

We do whatever it takes for children – every day and in times of crisis – transforming their lives and the future we share. We reach **over 55 million children** directly and through our partners.

Save the Children is a federated Membership organisation which comprises of Save the Children International and 29 Save the Children Members, national Save the Children organisations, working together to deliver programmes in **over 100 countries** around the world. Our combined **revenue exceeds \$2bn**.

Save the Children International is based in London. This office is responsible for delivering our programmes internationally on behalf of our donors and working with national organisations to ensure we achieve the greatest possible impact for children.

Save the Children International employs approximately **17,000 people** in London, 5 regional offices and 55 country offices.

**WE ARE** the world's leading independent organisation for children.

**OUR VISION** is a world in which every child attains the right to survival, protection, development and participation.

**OUR MISSION** is to inspire breakthroughs in the way the world treats children, and to achieve immediate and lasting change in their lives.

# AMBITION FOR CHILDREN 2030

**Ambition for Children 2030** is our new global strategy – we have already begun executing it. It has been developed collaboratively across the organisation.

Our mission is as urgent and relevant as ever: more children are surviving and thriving than ever before, but millions of children are denied their most basic rights and unable to fulfil their potential.

We are focusing on inspiring three specific breakthroughs for children by 2030:

- **Survive:** No child dies from preventable causes before their fifth birthday
- **Learn:** All children learn from a quality basic education
- **Be protected:** Violence against children is no longer tolerated

In order to inspire these breakthroughs, we are focusing on reaching the most deprived and marginalised children. We will do whatever it takes to ensure we leave no child behind. This will be the measure of our success.

We won't achieve our 2030 ambition with business as usual. We will need to make tough choices and take calculated risks.

We will need to reach a new standard of efficiency and effectiveness across our organisation.

Only by working together, as one Save the Children and in collaboration with our diverse partners, can we deliver our promise of immediate and lasting change in children's lives.

**By driving a value agenda and being the bridge to our suppliers' capabilities, the Procurement function is an essential contributor to this strategy and Save the Children's overall mission.**



## PROCUREMENT AT SAVE THE CHILDREN

Our ambition is to establish a **high-performing, global Procurement function with top category talent** that will maximise the value achieved from Save the Children's third party spend.

The total current 3rd party spend is about \$450million, much of which is currently purchased and managed in local markets. So this is a truly greenfield opportunity.

One of our targets is to identify and realise \$50m of savings by 2021. Category Management is at the heart of this opportunity.

***This equates to over 80 million children being treated for malaria! This is how Procurement can literally save lives!***

By implementing a new Category Management capability, the goal is to fully leverage Save the Children's scale and spend. In addition to this capability, **we plan to make additional transformational investments across Procurement technology, policy, training, processes and ways of working.**

The aim is set a new standard for Procurement in this sector.

## KEY PROFILES



### Jeremy Robinson

Jeremy is the Global Director of Supply Chain at Save the Children International, having joined in April 2016.

Jeremy has over 30 years of supply chain and general management experience in both consulting and line management roles. Jeremy has worked in multiple industry sectors over this time including Logistics, Telecoms, Media and Entertainment, Financial Services, Utilities and Public Sector. Jeremy's recent focus has been on large-scale

transformation programmes to deliver significant cost and performance improvements across the organisation.

Prior to joining Save the Children, Jeremy was a Partner in Accenture's Operations practice, based in London.

### Jim Ridgwick

Jim is the Global Head of Procurement at Save the Children International, a role he took on in November 2016.



Prior to this position he was Global Head of Capability & Procurement Excellence at SABMiller. SABMiller is a \$22bn FMCG company with 70,000 employee. At SABMiller, he was responsible to design and build their global Procurement function centrally and across their 48 country businesses. In 2015, according to Beroe's Best-in-Class (BIC) Index, SABMiller achieved the 2<sup>nd</sup> highest performance in its Food and Beverage peer group as well as winning Procurement Leaders awards in 2015 and 2016.

Prior to joining SABMiller in 2011, Jim was a Senior Manager at Deloitte's Procurement & Supply Chain consulting practice leading international change programmes in both the public and private sectors. This involved setting up and running its Asia Procurement team whilst he lived in China for 3 years. He was also the Head of Community Investment for the consulting practice, founding Deloitte's pro bono consulting service.

## OPPORTUNITY OVERVIEW

Reporting into a Global Category Lead (Directs), this exciting career opportunity that will suit someone with significant ambition, high potential and passion for making a difference to the lives of children.

The role will offer challenge and growth in terms of:

- Global scope (supply to >100 countries)
- Greenfield analytical capability
- Procurement transformational agenda in a young, dynamic global organisation
- Significant procurement spend (revenue: >\$2bn) in steady state and emergency situations

### Position Profile

As our Global Category Manager – Supply Chain you will be responsible for negotiating strategic agreements and supporting category strategy development. You'll engage with, and influence, senior leaders to approach commercial decisions more strategically, and in line with donor requirements and value for money criteria; creating and establishing clearly defined targets and outcomes aligned to opportunities to deliver transformational value.

The role holder will be required to engage key stakeholders within Save the Children at a senior level (senior budget holders, regional / country directors, global functional heads) to obtain support and buy-in for key projects and procurement strategies, and secure advocates of Procurement as the role secures credibility through demonstrated delivery and collaboration.



### Location

London

## KEY ACCOUNTABILITIES

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- Develop a detailed understanding of the organisation's mission and supply requirements.
- Develop Category Strategy for relevant supply chain categories
- Engage and influence senior leaders to approach commercial decisions more strategically and in line with donor requirements and value for money criteria
- Create and establish clearly defined targets and outcomes aligned to opportunities to deliver transformational value
- Ensure stakeholder buy-in across the organisation, and the category strategies are continually aligned to and meets business need
- Build on and develop the supply base to ensure the capacity and flexibility to meet all of the organisations requirements - both in "steady state" and "emergency response" situations
- Develop opportunities through the supply base to support the mission and commercial ambitions.
- Lead the execution of the end-to-end tendering and contracting
- Manage suppliers professionally and proactively to ensure a high level of supplier performance.
- Share best practices across all global categories
- Actively monitor and communicate category insights and trends
- Facilitate post-contract implementation

### **Contribute as a member of the team:**

- Work alongside the Global Category Lead to develop high performing Procurement teams as part of the High Performing Organisation Programme.
- Create a culture of continuous learning where staff are encouraged and supported to grow and develop and are willing to be held accountable for their commitments.
- Work with regional offices and Members to develop strategic relationships and partnerships with companies and organisations which can support the improvement and enhancement of Save the Children procurement

## Candidate Profile

### Key Skills & Attribute

- A strong background in category management at a regional or global level
- Experience in, or a strong demonstrable desire to work in, the International Development sector
- Knowledge/understanding/experience within Supply Chain categories of spend (Fleet, Freight, Distribution)
- Excellent influencing, interpersonal and analytic skills.
- Proven ability to review procurement demands and trends; to develop strategies to fill identified gaps.
- Experience within global, multicultural organisations – public, private or charity sector
- A proven track record of ensuring value for money
- Cultural awareness, proven ability to work effectively with people from different cultures, ideally within emerging markets
- Demonstrable track record leading and developing others, including in remote working environments
- Highly developed influencing and negotiation skills both internally (at the Senior Leadership Team level) and externally with suppliers
- Analytical problem solving skills
- Ability to understand the key stakeholders within the business, engage in high level discussions, and challenge ideas where appropriate
- Ability to set up complex, commercial contracts
- Commitment to Save the Children values.
- Transformation or change experience is desirable

### Qualifications

Ideally degree level in Accounting / Finance, Engineering, Mathematics, Computing or similar level, role-relevant qualification / Equivalent experience.

### SCI Values (in practice)

#### Accountability:

- Holds self accountable for making decisions, managing resources efficiently, achieving and role modelling Save the Children values
- Holds the team and partners accountable to deliver on their responsibilities - giving them the freedom to deliver in the best way they see fit, providing the necessary development to improve performance and applying appropriate consequences when results are not achieved.

#### Ambition:

- Sets ambitious and challenging goals for themselves and their team, takes responsibility for their own personal development and encourages their team to do the same
- Widely shares their personal vision for Save the Children, engages and motivates others
- Future orientated, thinks strategically and on a global scale.

#### Collaboration:

## Role Description

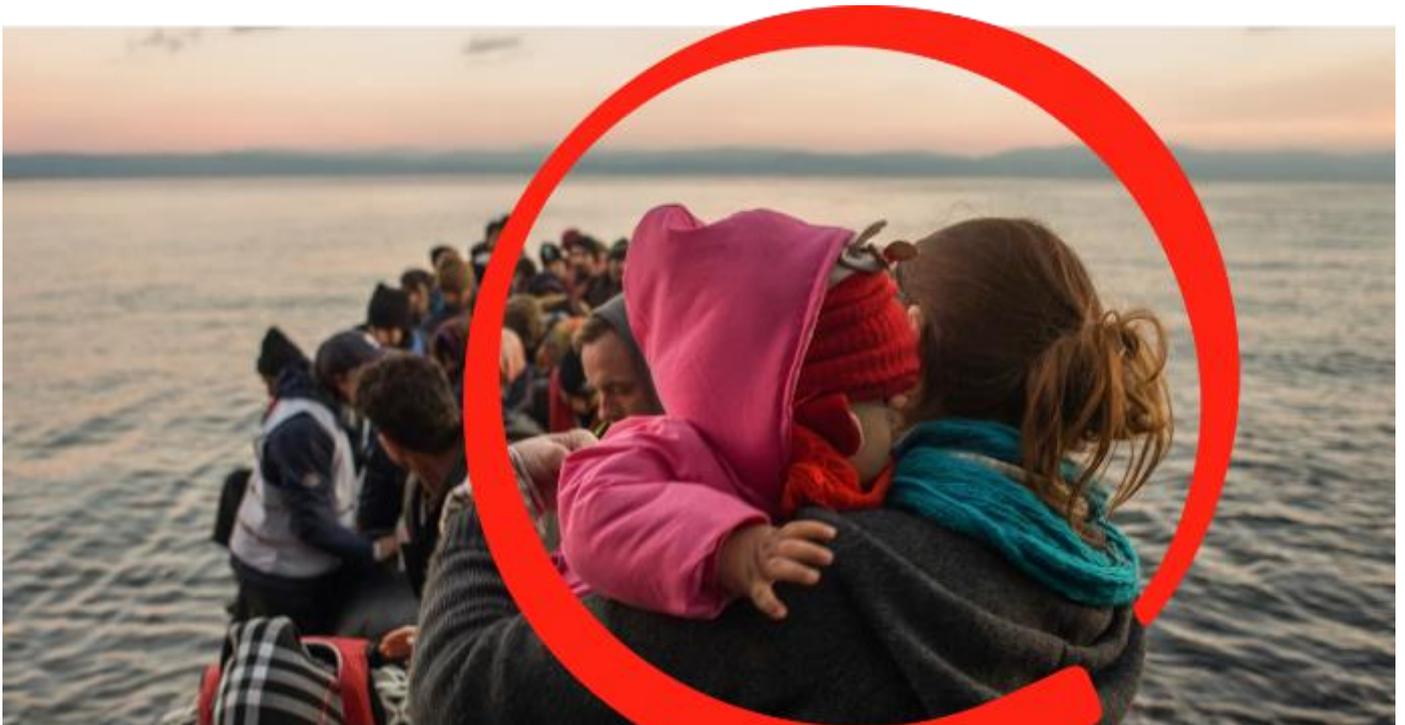
- Builds and maintains effective relationships, with their team, colleagues, Members and external partners and supporters
- Values diversity, sees it as a source of competitive strength
- Approachable, good listener, easy to talk to.

## Creativity:

- Develops and encourages new and innovative solutions
- Willing to take disciplined risks.

## Integrity:

- Honest, encourages openness and transparency; demonstrates highest levels of integrity



**Are you interested in using your Procurement expertise and experience to build a better world for**

Role Description

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