

Overview

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Inactive	No
Effective Date	2022/02/15
Date of Last Change	2022/02/01 02:02:53.206 PM
Job Profile Name	Category Management Senior Manager
Job Code	40002364
Include Job Code in Name	No
Job Profile Summary	Collaborate with external/internal customers to develop category plans. Execute sourcing and procurement solutions designed to drive spend for the customers, provide vendor performance and contract management metrics and guidance, and manage procurement processes and spending. Participate supplier selection process, contract negotiation and formal bidding process. Manages supplier performance, spend and contract analysis, industry and supplier research, financial analyses.

MANAGEMENT LEVEL DESCRIPTORS

Complexity (Degree of difficulty of an assignment or the level of problem-solving assessment and resolution required, as measured by degree of problem-solving, strategic vs. routine focus, and stakeholder interactions (e.g. – Executives, Supervisor, etc.)):

- Requires identifying and assessing complex problems for area(s) of responsibility. Creates solutions in situations in which analysis requires in-depth knowledge of organizational objectives.
- Requires involvement in setting strategic direction to establish near-term goals for area(s) of responsibility.
- Interaction is with senior management levels at a client and/or within Accenture, involving negotiating or influencing on significant matters.

Authority (Power to influence or complete assignments independently, and ability to make decisions, as measured by latitude to devise work products or plans, reliance on instruction, and decision-making ability): Latitude in decision-making and determination of objectives and approaches to critical assignments.

Impact or Decision Impact (Risk or consequences in the event of failure, as measured by range of expected impact such as within a team or across a team or area of responsibility and level of risk): Decisions have a lasting impact on area of responsibility with the potential to impact areas outside of own responsibility.

Scope (Degree of accountability for assigned tasks, our clients and/or the organization, as measured by size of work effort and scale of entity and/or program): Manages large teams and/or work efforts (if in an individual contributor role) at a client or within Accenture.

Job Description	
Job Qualifications	
Job Title Default	
Restrict to Country/Territory	
Management Level	6-Senior Manager
Job Family	Category Management
Job Classifications	0013 - (National Occupational Classification (NOC)-Canada) 0150 - (Census Code-United States of America) 1.2 - First/Mid Level Officials and Managers (EEO-1-United States of America) 11-3061 - Purchasing Managers (11-0000 Management Occupations-United States of America) 33390 - Muut liike-elämän asiantuntijat (Tilastokeskuksen ammattiluokitus (TK10)-Finland) 411000 - Almindeligt kontorarbejde (DISKO-Denmark)

ACN - Accenture (Job Profile Category)
 Work Shift Required No
 Public Job Yes
 Referral Payment Plan

Characteristics

Difficulty to Fill
 Critical Job No

Additional Data

View As Of 2022/02/15

Job Profile Skills

Skill	Skill Proficiency
Category Management Strategy	Expert
Contract Management	Expert
Procurement Strategy and Planning	Expert
Spend analysis	Expert
Supplier Analysis & Selection	Expert
Supplier Relationship Management	Expert
Value Analysis and Prioritization	Expert

Qualifications

Education

Education

Required	Degree	Field of Study
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Responsibilities

Responsibilities

Required	Responsibility
	Apply expertise in specific business process capabilities •Execute business processes and deliver services to meet defined service levels and key performance indicators
	Drive continuous improvement •Identify new opportunities for/enhancements to business processes; develop/help to implement recommendations to achieve continuous improvement objectives •Analyze existing processes to define standards and reusable approaches and to contribute to knowledge capital within area of expertise
	Ensure consistent service delivery •Apply knowledge and experience to identify, assess and resolve service

Required	Responsibility
	<p>delivery issues within area of responsibility, interacting with both client and Accenture team members •Interact on a timely basis with internal or external client stakeholders to understand specific requirements •Provide guidance and share knowledge relating to area of expertise with teams to promote consistent operations, efficient use of resources and implementation of best practices</p>
	<p>Manage Category •Design and implement contract management and communications, including processes for supplier capabilities, market and financial position •Establish, maintain and manage relationship between customer and supplier •Implement and support enforcement of buying and contracting processes •Define and manage contractual and supplier relationships •Effectively raise issues/concerns before they arise and present options for resolution •Own, manage and update Category Cards •Manage spot buying •Monitor category trends and conduct market research as needed</p>
	<p>Metrics Tracking •Design supplier and user compliance management program, recommend policies and procedures as well as implementation and performance tracking program •Establish metrics (Spend/Saving Tracker, KPI's, SLA's, etc.), monitor and report on supplier performance and compliance •Define accountabilities for compliance tracking, analysis, and reporting, and customer participation •Perform operational review of contract performance and spending for categories</p>
	<p>Procurement Process Management •Monitor and provide guidance on procurement process for categories under management</p>
	<p>Recommend Improvements •Review operational results and identify opportunities for process changes and additional spend savings •Refine current sourcing strategy and recommend suggestions for improvement •Define sourcing (buying) and contracting process, recommend to and obtain approval from the Accenture customer •Formulate procurement and category-specific policies and lead implementation •Partner with the Global Category Directors to develop and execute category strategy</p>
	<p>Sourcing Utilize Accenture methodology to make agreed sourcing improvements •Analyze spend •Develop new product/service specifications in cooperation with Accenture customer •Build and manage baseline (spend, requisition/PO process, supplier/user behavior and procurement practices) data, using external expertise as needed •Develop sourcing strategy for customer approval •Define sourcing and contracting process for customer approval •Develop supplier evaluation and selection criteria as part of agreed procurement strategy •Coordinate and respond to sales support requests as necessary •Identify and evaluate incumbent and potential suppliers by applying established evaluation and selection criteria •Negotiate or renegotiate with suppliers •Manage the negotiation and contract development process •Work with delivery lead to ensure that procurement services are delivered in accordance with contractual/service level obligations •Ensure that procurement services are provided within forecast budgets and timescales and takes actions necessary to address any issues •Ensure that procurement services are delivered in accordance to delivery factory standards •Identify opportunities to improve or enhance service delivery •Provide input to Accenture best practices</p>