



Save the Children

POSITION DESCRIPTION

Global Category Specialist

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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 (SCI) is based in London. SCI is responsible for delivering our programmes internationally on behalf of our donors, and works closely with our Members 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 will begin executing it in 2016. It has been developed collaboratively across Save the Children.

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 will focus 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 will focus 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.

Our spend categories include education, health/medicine, shelter, technology, training and travel, most of which are currently procured locally/in country.

The 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 employees. 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 2nd 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 to a Global Category Manager, this exciting career opportunity 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 categories of spend
- Procurement transformational agenda in a young, dynamic global organisation
- Significant procurement spends (revenue: >\$2bn), in steady state and emergency situations

Position Profile

The Global Category Specialist works in cooperation with the Global Category Manager to support the development and execution of category practises for the selected categories.

This includes supporting the definition of category strategies and their implementation. With a strong category focus, the Category Specialist drives and supports the execution of the sourcing projects, and is the key point of interaction between the Global Category Manager and the Analytical capability.

The role holder will be required to engage key stakeholders within Save the Children at a mid-senior level to obtain support and buy-in for key procurement strategies, and in the longer term become advocates of Procurement as the role secures credibility through demonstrated delivery and collaboration.

The role holder will be expected to gain a good understanding of Save the Children and apply this to the spend category.

Each role will also take ownership for strategic capability projects to provide further opportunities to develop, increase breadth of experience, and be part of the building the Procurement function.

This is a great opportunity to have a significant impact in a greenfield area of spend, while demonstrating how professionalised procurement can benefit children.



Category Coverage

We are in the process of building a new category management team, and therefore hiring roles to cover the following spend areas:

- **Indirects:** Professional Services (e.g. Legal, Consulting, Insurance), Business Services (e.g. Recruitment & Temp. Labour, Training, Travel, Facilities Management) and IT (e.g. IT Hardware, Services, Telecoms)
- **Directs:** Medical (e.g. Pharma, Medical Consumables and Equipment), Logistics (e.g. Warehousing, Fleet, Freight), Nutrition/Food, Shelters and Education Supplies

The roleholder may have responsibility for multiple sub-categories.

In your application, please specify the category / categories you would like to be considered for.

Location

London, Nairobi or Singapore

KEY ACCOUNTABILITIES

Specifically

- Develop a good understanding of the organisation's mission and supply requirements.
- Support the development, alignment to, and delivery of a category strategy in line with business needs through proactive stakeholder engagement.
- Execution of end-to-end tendering and contracting using available technologies
- Manage the procurement strategy implementation / tendering execution for parts of the category
- Manage suppliers professionally and proactively to ensure a high level of supplier performance.
- Constantly challenge key suppliers to identify continuous improvement
- Define requirements and templates for analytics and market intelligence, with support from the Analytics capability
- Co-ordinate the analytics and e-Sourcing support from the Analytics capability
- Within the allocated spend area(s), support Procurement service delivery and improvement, and ensure that the organisation purchases from approved suppliers, pre-negotiated contracts and in compliance with category-defined policies.
- Share best practices across all global categories



CANDIDATE PROFILE

Key Skills & Attributes

- Operational experience in hands-on, category management roles
- Proven experience in supplier sourcing and due diligence, tendering, negotiation and contracting
- Ability to conduct and lead detailed analysis and modelling (incl. spend, demand, specification, supply market, process reviews) and to draw insights from analysis
- Advanced proficiency with Procurement Technology
- eAuctions experience desirable
- High levels of personal accountability and proactivity
- Results focused
- Strong interpersonal and communication skills
- Excellent problem solver
- Commitment to Save the Children values.
- Ability and willingness to change work practices and hours in the event of major emergencies including travelling at short notice and for extended periods of time.

Qualifications

Degree level in Business, Finance, Engineering, Procurement, Supply Chain Management or similar level, category-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:

- 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 and with children?

