

CATEGORY SOURCING MANAGER

Location: London head office ▾ Hybrid working ▾	Profession: Sourcing
Reports to: Head of Sourcing	
People Management: No Assignment Management: No ▾	
Partnership Level: Partnership level 6	Manager's Partnership level: Partnership level 4
<p>Job description (critical purpose)</p> <p>As a Category Sourcing Specialist, you will be recognised as an expert in sourcing. You will have a deep understanding of your particular category/groups of categories and be responsible for implementing the sourcing strategy within this area whilst aligning to the directorate strategy</p> <p>You will be able to analyse and interpret the relevant data and insight provided for your category. Working closely with the Commercial and Sourcing Offices, you will use your insight to contribute to and define the strategic sourcing plan for your category.</p> <p>You will work closely with</p> <ul style="list-style-type: none"> - Buyers, Designers and Merchandisers - Sourcing Office Colleagues - CSR team - Technical team - Supplier Management <p>The Partnership supports agile and flexible working practices, such as when, where and how we work. We have several different ways to work flexibly, including part-time, flexible or compressed hours, and job sharing. Head Office areas also support a blended working approach.</p> <p>We celebrate diversity and inclusion in the John Lewis Partnership, and we are committed to becoming the UK's most inclusive business, reflecting and connecting with the diverse communities that we serve.</p>	
<p>Primary Outcomes & Accountabilities</p> <p>Key Accountabilities</p> <p>Define strategic sourcing plans for the different categories</p> <p>Recommendations of supply base and its capabilities across buying office</p> <p>Setting of price negotiation calendar and cadence</p> <p>Develop supplier planning by capability , region and product</p> <p>Market intelligence insight including currencies, trade deals, commodities</p> <p>Continuously improving supply base through use of scorecarding.</p>	<p>Measures of success</p> <p>In place strategic sourcing plan that delivers on time , quality ethically sourced product at a fair price .</p> <p>End to end cost improvement, shown through FOB</p> <p>Considered supply base across category , country of origin</p> <p>Balance sourcing across the globe such as, cost and speed to market, end to end cost improvement, shown through FOB</p> <p>In place strategic sourcing plan that delivers on time , quality ethically sourced product at</p>

Key Activities

- Supplier Management :. Researching, and selecting suppliers based on capabilities including cost, quality, capacity, compliance with social/environmental standards.etc etc
- Cost Negotiation & Analysis: Leading price negotiations with manufacturers, performing cost breakdown analyses
- Supporting Material Sourcing: Sourcing raw materials, fabrics, and components, and establishing relationships with fabric mills.
- Strategy & Innovation: Implementing cost-effective sourcing strategies, identifying innovation opportunities (new materials/techniques), and monitoring market trends for pricing.
- Risk Mitigation: Managing supplier disputes, supply chain challenges, and ensuring contingency plans are in place to prevent production delays.
- Act in accordance with the Partnership’s purpose and democratic principles, constructively participating in co-ownership, and demonstrating to customers and each other that it is a better way of doing business. Share your knowledge, experiences, ideas and opinion to improve the Partnership, speaking honestly and frequently.
- Invest in your personal and professional development to achieve your potential, by doing more, doing better, or doing different. Continuously engage with and actively contribute to your Profession

Essential skills

Expert knowledge of global sourcing for the category

In-depth knowledge of Country of Origin sourcing, right region, right product, right route approach.

Understand at a high level the manufacturing capabilities of their industry and provide knowledge and insight on Free Trade Agreements

Understands the economic model that retail operates within - to understand the available levers to pull to drive progress

Experience working in Sourcing for a retailer

Desirable skills

Experience of working with stakeholders located in different regions in the world

Expert in costing at BOM level

a fair price .

Skills

Negotiation/ Influencing decisions

Effective negotiation thorough preparation , active listening, building trust, and creating value through building supplier relationships

Business Strategies	combines strategic planning, financial acumen and leadership to develop aligned strategy . Utilise data within decision-making whilst aligned with market trends to enhance competitive advantage.
Critical Thinking	gathering information, evaluating its credibility, and analysing its relevance to form justified, evidence-based conclusions.

Qualifications & Experience

5 Years plus experience working for an Apparel UK retailer or an Apparel manufacturer with International Customers

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Partnership Level: 6 Manager's Partnership level: 4
Job Family Group: Job Family:
Pay range/Compensation Grade Profile:

Vetting required? (Yes or No) <ul style="list-style-type: none">• xx
