

Procurement Manager – Marketing & Sales Professional Services

Job ID: 00412352

Job Function

Other Sales and Marketing

Schedule

Full-time

Location

United States-California
South San Francisco

Job type

Regular Employee

Company/Division

Pharmaceutical

Job Level

Experienced

Who We Are

At the Roche Group, about 80,000 people across 150 countries are pushing back the frontiers of healthcare. Working together, we've become one of the world's leading research-focused healthcare groups. A member of the Roche Group, Genentech has been at the forefront of the biotechnology industry for more than 30 years, using human genetic information to develop novel medicines for serious and life-threatening diseases. The headquarters for Roche pharmaceutical operations in the United States, Genentech has multiple therapies on the market for cancer and other serious illnesses. Please take this opportunity to learn about Genentech, where we believe that our employees are our most important asset and are dedicated to remaining a great place to work.

The Position

Location: San Francisco

The Procurement Manager is a vital role within the Pharma Procurement organization charged with building and maintaining a strong partnership with internal stakeholders. It is a leadership role in the development and execution of procurement strategies to maximize the value of the services procured for the US organization. This role is also responsible for Supplier Relationship Management, Process management and Customer relationship management. This role is responsible for developing and demonstrating in-depth knowledge of markets, suppliers, products and their cost drivers within this category. In addition, this role will be responsible for supplier relationship management and will lead cross-functional teams through strategic category sourcing to deliver breakthrough business benefits.

Key Responsibilities:

- Execute and implement professional services sourcing strategies for various Commercial groups. This position will require in-depth industry expertise in one or more of the following categories of spend: consulting firms, market research companies, training and meeting logistics vendors.
- Demonstrate consultative behaviors with stakeholders so that this is the Procurement

SPOC for the stakeholder

- Collaborate with stakeholders and key business units/partners to understand current procurement practices and use change management techniques to bring best procurement practices to the commercial groups
- Provides end-to-end strategic solutions, from idea generation to presentation to senior business management and initiative execution
- Develop and maintain strategic relationships with key suppliers to ensure best service and commercial terms, continuous improvement, innovation and optimal value are delivered to our commercial groups
- Achieve Annual Value Improvements through:
 - o Tracking, monitoring and measuring key performance indicators for Supplier Relationship Management Programs
 - o Identifying opportunities that focus on cost reductions, efficiencies/quality improvements, risk mitigation, industry and supply trends and shifts in technology
 - o Driving best practices and reductions in Total Cost of Ownership (TCO)
- Enhance and improve the tools and processes by capturing, sharing and evaluating best practices and lessons learned with Process Leadership
- Facilitate issues resolution when necessary
- Focus on the needs of the US organization while supporting the growth, demands and unique needs for our global organization
- Must be able to succeed in a non-mandated procurement environment
- Must be able to lead in a cross-functional “matrixed” environment and proactively support internal customer requests
- Act as an ambassador for Commercial Procurement by demonstrating a collaborative and professional style

Who You Are

Skill requirements

- * Professional
 - 7-10 years of experience in procurement and/or program management
 - 7-10 years of experience related to professional categories used by marketing / sales departments
 - MBA preferred or equivalent degree
 - Project management / Program management: Demonstrated ability in leading complex projects to successful and on time completion
 - Highly effective at initiating and leading cross functional teams by building internal and

external relationships that create alignment

- Ability to operate and execute effectively in a dynamic, fast-paced environment with multiple priorities and challenging deadlines
- Process-oriented with strong analytical skills and creative problem solving capabilities
- Excellent written and verbal communication, influencing and persuasion skills
- Demonstrates a sense of urgency and proactive approach that is results focused
- Successful, multi-year track record in purchasing and supply management
- Current with market trends and understands implications to our organization

* Technical

- Exceptional problem-solving and analytical skills (multiple complex analyses simultaneously), proficient at Excel and PowerPoint
- Demonstrate a high level of industry knowledge and latest trends in marketing and sales categories
- Proven history of successful cost-reduction/cost-savings initiatives
- Strong Negotiating skills
- Excellent planning/project management skills

* Behavioral

- Strategic Thinker, Visionary
- Customer Service, People oriented
- Innovator
- Superior communication and interpersonal skills
- Strong business judgment
- Capable of thinking and acting on a global scale

Minimal Travel required

Genentech is an Equal Opportunity Employer.