

## Director of Procurement, Category Lifecycle Process Leader

Job ID: 00413013

### Job Function

Procurement

### Schedule

Full-time

### Location

United States-California  
South San Francisco

### Job type

Regular Employee

### Company/Division

Pharmaceutical

### Job Level

Executive (Director/VP/SVP)

## 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

Category Lifecycle Process Leader, Director of Procurement

Location: San Francisco or Basel

### Purpose

\* This leadership role is responsible for leading a team in the newly defined Global Pharma Procurement Strategy, Realization and Operations organization (GPP SRO) and is accountable for design and delivery of the global category management process.

\* This leader has strategic accountability for the overall category management process for GPP, and must work with SRO leaders to ensure the process connects to the Source to Pay Process.

\* Key accountabilities include creation of a GPP category management tool kit and sourcing, supplier relationship management and governance processes.

\* This leader will be responsible for creating and implementing an overall outsourcing process, strategic framework and governance management, which will require engagement

with GPPLT and key business leaders.

- \* This leader will be responsible for creating and implementing the Global eSourcing Program to establish eSourcing as way of working across GPP.

- \* Drives sustainable savings and eSourcing process automation across affiliates, sites & GPP functions through partnership and collaboration.

#### Key Relationships

- \* GPPLT, and functional teams
- \* GPP business process owners
- \* Affiliate Procurement Leaders
- \* Global/Regional/Affiliate Finance Leaders
- \* IT and the S2P Steering Committee

#### Key Responsibilities

- \* Reports to the Head of GPP Strategy Realization and Operations.
- \* Manages 4-5 direct reports with total team of 10-15 employees and contractors . Expand to 6 direct reports as Outsourcing Strategy and governance is established.
- \* Ensures the application of the GPP Category Management process is robust and established as a way of working through the Global Pharma Procurement functions.
- \* Establishes and manages the Outsourcing process and strategy governance.
- \* Manages the connection through the coordination of the overall Procurement Processes of Category Lifecycle including Category Management, Contracting, Request to Pay and Master Data processes.
- \* Manages the global category management process ensuring toolkit application and practice for both indirect and direct materials processes.
- \* Manages process content and training materials for the category management and eSourcing processes.
- \* Establish and governs the Supplier relationship management and governance processes for GPP categories.
- \* Owner of the eSourcing Process: Including improvements, system (IT Solution), Delivery of support and project portfolio.
- \* Sets up the eSourcing regional support model to support end to end eSourcing processes.
- \* Drives the adoption of eSourcing tool and processes globally.
- \* Raises usage of eSourcing to increase effectiveness (deeper value) and efficiency (faster

cycle time) through the use of eSourcing.

- \* Establishes and monitor global eSourcing targets in conjunction with savings targets.

- \* Identify eSourcing opportunities in conjunction with the GPP Categories.

- \* Manages sourcing project content and strategy including: project and bidding strategy, spend segmentation, recommendations for savings implementation, tender development (RFI, RFP, RFQ, auction formats) and managing multiple site project teams.

## **Who You Are**

### Preferred Role Qualifications, Knowledge and Experience

- BA/BS degree required with 15 years of related experience; MS/MA degree in related field highly preferred with 10-13 years of experience. 5+ years management/leadership experience.

- Expertise in understanding the end to end Source to Pay Process.

- Overall 10+ years procurement experience including management of category, regional/local or operational teams.

- Experience in building and leading cross-functional, global teams and working in a global environment

- Critical reasoning skills including the ability to proactively identify and resolve complex problems quickly and with proven analytical capabilities

- Ability to work in complex environment, to prioritize and manage multiple tasks and respond to issues with a sense of urgency

- Ability to manage conflict; fosters open communication with others

- Strategic thinker, strong analytical and problem solving skills

- Strong negotiating and influencing skills, and experience with strategic sourcing and managing supplier relationships

- Strategic business partner to business unit leaders

- Exceptional at spotting, developing and retaining talent

- Experience leading through transformational change, collaborating, influencing and engaging both employees and stakeholders in the process

- Good interpersonal skills that have proven effective in managing relationships and negotiating solutions while maintaining a level of approachability with colleagues both internal and external

- Excellent communication skills including the ability to state opinions clearly, ask questions, seek clarification, communicate facts objectively, challenge when appropriate, and pursue issues to resolution; ability to present clear messages from complex information, data to all

levels in the organization

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