

JOB DESCRIPTION

Position Name	Manager - Indirect Spend
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Position Details	
Division	Commercial
Location	Mumbai
Reports to	AVP - Commercial
Job Summary	Purchasing of Indirect Materials & Services based on the Technical requirements as specified by the user
No. of positions	1

Key Result Areas (Key Performance Indicators)	
<ul style="list-style-type: none"> <li>• Purchasing of Indirect Materials &amp; Services based on the Technical requirements as specified by the user.</li> <li>• Will be responsible for all third-party source to purchase. Responsibility will be for JSW Paints Private Limited (JSWPPL) (PAN India).</li> <li>• Will be responsible for transportation contracts PAN India for primary and secondary freight. Responsibility will be for JSW Paints Private Limited (JSWPPL) (PAN India).</li> <li>• Lead end to end greenfield/brownfield Capex/Opex Sourcing. Exposure to E-sourcing is essential.</li> <li>• Pan India sourcing for baskets like Sales and Marketing, Engineering, Factory and Corporate requirements, Project requirements, Various equipment Purchasing, Annual Maintenance contracts etc.</li> <li>• Identify &amp; Develop new vendor/ suppliers/ service providers, negotiate and contract as per the requirement who would provide sustainable support for critical spends. and driving cost saving projects for Indirect Spends.</li> <li>• Ensuring adherence to JSWPPL commercial policy, quality, and finance / audit policies.</li> <li>• Analyze and evaluate new product offerings to identify opportunities to reduce overall purchasing costs.</li> <li>• Supplier base management as per JSWPPL Group policy &amp; consolidation.</li> <li>• Monthly reporting to management &amp; Monthly Spend Analysis and reporting.</li> <li>• Support Controlling accounts payable to improve net cash working capital.</li> <li>• Coordinate &amp; Manage relationship with all key stake holders viz Operations, Sales &amp; Marketing team, other user functions, plant/maintenance managers, Category team members to support timely &amp; efficient purchasing of products/services, maintaining minimum TAT and Maximum OTIF.</li> <li>• Specifies regional/local demand, creates spend transparency by analyzing purchasing data, defines specific metrics as basis for negotiation &amp; Guides local business on buying channels/order process.</li> <li>• Tracks and benchmarks sourcing decision, consults category for the sourcing strategy development.</li> <li>• Guides the local business colleagues on compliance and sustainability in sourcing.</li> <li>• Steers regional and global project rollouts and change management on local level.</li> <li>• Escalates path for process service level and quality of e2e and ensures governance and compliance for Source to Procure related activities.</li> <li>• Executes and tracks defined Source to Procure transactions in case of legal local or market requirements.</li> <li>• New Vendor development, Supplier Base Management. Coordination with key stake holders, Price negotiation, finalizing commercials &amp; contracts, Driving Cost Saving projects, Market Intelligence &amp; updates</li> </ul>	

## Educational Background and Work Experience

### Educational Background:

- Engineering Graduate (Preferably MBA in to Supply Chain/Operations)

### Work Experience

- Minimum 7 to 10 years relevant experience in Indirect Spend Procurement experience (CAPEX, OPEX, MRO, Services, Utilities).
- Should be good in presentation skills, Stake holder management skills, Timely delivery.