

**PALL AEROPOWER CORPORATION – New Port Richey (NPR)  
JOB POSTING**

<b>TITLE:</b> Materials Manager	<b>GRADE:</b>
<b>DEPARTMENT:</b> # 2212 – Procurement	
<b>REPORTS TO:</b> NPR Site Leader	

**GENERAL RESPONSIBILITY:**

The position to lead and manage a high performance team, responsible for all aspects of Materials Management, Procurement, and Strategic Sourcing for the supply of products and services. Encompassing Direct / BOM and Indirect / Non-BOM spend.

- Provide leadership to maximize the potential of the NPR supply chain organization.
- Promote and instill a progressive systems thinking culture, to produce strong, trusting, collaborative, collegial relationships amongst customers and / or users of procurements products and services, to increase procurements overall value proposition.
- Ensure the NPR supply chain organization has the necessary capacity and capability, to leverage vendor “3P, Q&L” negotiations for achievement of required business policy deployment goals and objectives.
- Responsible for all aspects of tactical and strategic sourcing, to ensure a continuous supply of products and services from a portfolio of suppliers, requiring “Total Supplier Ownership”. This to ensure Quality, Delivery and Cost (QDC) objectives are met.
- Possesses both dynamic tactical skills, aligned with the ability to define, construct and execute strategic plans.
- Develop a learning based performance management methodology that promotes meeting customer expectations within the present, whilst positioning the organization for the future. This, to enhance performance and stakeholder involvement synergizes.
- Responsibility for the management of all issues arising in relation to the integrated supply chain. This includes, but not limited too: Vendor Quality, Productivity, On Time Delivery, Inventory and MCOS Maximization.
- Supports and leads the development and negotiation of commercial agreements with vendors. This will encompass 3P,Q&L, key program specifics, functional and corporate objectives, with a strong focus on risk and liability mitigation strategies to produce a win-win outcome.
- The role will require an understanding of the transition process, to enable a continual rationalization of the supply base. (This will include insourcing, outsourcing and vendor to vendor transitioning).
- The role requires strong developmental leadership abilities to work with, coach, develop and mentor a team through all areas of Sourcing, Procurement and Materials management with a strong focus on continuous and performance improvement.
- Responsible for monitoring and evaluating supplier performance to ensure equilibrium of continuous supply.
- An experienced understanding of the RCCA (Root Cause Corrective Actions) and Counter Measures (CM) processes.
- Experienced and understands DFAR / FAR and ITAR regulation.
- Strong understanding and usage of Lean tools and principles.

**Key responsibilities:**

- Developmental leadership of the supply chain / procurement organization.
- Procurement commodity management to maximize 3P,Q&L performance.
- To understand market place supply challenges.
- To develop a cohesive and logical supply chain strategy. Insure commodity covering aspects such as number of suppliers, potential location of suppliers global or local, key selection criteria and appropriate relationships.
- To get business buy-in to supplier selection process
- To drive significant total landed cost savings for commodity.
- To understand and manage the risks of any supply chain changes.
- To ensure suppliers understand expected performance levels and competencies, have a mutually agreed gap analysis and supplier development plan in place.
- Embrace and promotes the company vision and mission.

### **Key Measures of Performance**

- Supplier Q.D.C (Quality, Delivery, and Cost) performance.
- Supplier 3P, Q&L (Quality, Price, Package Size, Payment Terms, and Lead-Time) performance.
- Material cost of goods sold savings (MCOS)
- Direct / BOM and Indirect / Non-BOM management and spend savings
- Inventory maximization

**EDUCATION, KNOWLEDGE & EXPERIENCE:** To perform the job successfully, an individual must be able to perform essential duties satisfactorily in line with annual goals and objectives agreed upon. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Bachelor degree in applicable field preferred (Business or Engineering), or equivalent experience.
- Seven to Ten years of leadership / management experience within the procurement / supply chain arena.
- Experience of leading a wide range of commodities, preferably in a manufacturing environment.
- Accredited Purchasing Practitioner (APP) certification and /or Certified Purchasing Manager (CPM) certification preferred.
- Has a solid understanding of procurement “best practice” including, but not limited to: Supplier PULL Systems, VMI, Supplier Assessment and Vendor Rating including Supplier Performance reviews.
- Lead the continued development of grow/maintain/phase out supplier strategies, driving continuous improvements.
- Has the ability to interpret a variety of instructions furnished in written, oral, diagram or schedule form.
- Excellent negotiation skills required.
- Proven ability to form and develop strong commercial relationships, based upon an ethical foundation.
- Supporting new business opportunities / proposals with supplier technical innovation / information.
- Has a solid understanding of Material Planning Requirements (MPR) systems.
- Possesses good computer skills including - Microsoft: PowerPoint, Access, Excel and Word.
- Strong analytical skills to support / drive business decisions and performance.
- A self motivated, dynamic, systems thinking professional with the ability to organize and plan to deliver the required business goals and objectives.
- Knowledge and experience in development of foreign sources and advantage.
- Must be able to professionally interact with internal and external contacts at all levels of the organization.
- Ability to facilitate and effectively hold meetings and training sessions as required.
- Travel as required – Not exceeding 25%

### **PHYSICAL AND MENTAL REQUIREMENTS:**

Restrictions are limited only by the individual's inability to perform essential job duties and where an unsafe condition would result for the individual or surrounding employees. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Continuous mental and visual attention is required. Diversified operations require constant alertness or activity.

*The above is not all-inclusive, but represents the general job requirements.*