

SUPPLY CHAIN LEADER SEEKING EXPERIENCED LOGISTICS SOURCING and MANANGEMENT EXPERT

- Are you a strategic team leader and customer relationship manager with at least 5 years of Logistics Sourcing and Logistics Management experience?
- Are you committed to delivering exceptional results and driving continuous improvement?
- Are you interested in making a big impact in a rapidly growing company that serves Fortune 500 accounts?

If so, then please read on...

The Company:

ICG Commerce (www.icgcommerce.com) is the market leader in the rapidly growing procurement outsourcing market. The company is exclusively focused on helping its customers, such as Kimberly-Clark, Goodyear, Chiquita, Microsoft India and many other leading companies, reduce costs and improve competitiveness through procurement excellence.

As a leading procurement and logistics-outsourcing specialist, ICG Commerce is committed to delivering exceptional service through exceptional people. To do this, we bring together deep sourcing and procurement expertise, market insight, best practices and tools across the full spectrum of the indirect goods and services that companies procure in order to run their business. Whether in the area of marketing services, IT hardware, MRO, facilities or raw materials, we help our customers establish and manage carrier contracts and partnerships that deliver better pricing, value and service.

The Position:

As a leading services provider, ICG Commerce is committed to delivering exceptional customer service through exceptional people. To this end, we are seeking a category management leader with deep logistics expertise and strong consultative skills to help our customers drive tangible results.

In this capacity, you will be work on a dedicated basis with one of ICG Commerce's customers in Houston, TX, or Cincinnati, OH. You will have responsibility for delivering category management services including, but not limited to strategic sourcing, client stakeholder management, carrier performance management, price management, supply market monitoring, continuous improvement and on-going cost reductions, supplier review, and issue resolution. Specifically you will:

- Design and implement cost savings projects across multiple modes of transportation including truckload, less than truckload, ocean, rail, etc.
- Measure customer's logistics costs across multiple modes of transportation and continuously assess market conditions in order to assess the impact on customer costs.
- Measure and manage carriers' performance vs. contracted service levels.
- Perform numerous problem-solving functions to ensure customer satisfaction.
- Work collaboratively with carriers and customer stakeholders to recommend and execute continuous improvement strategies.
- Drive continuous improvement through evaluation and implementation of network and routing optimization.

- Engage with customers' senior logistics management team members to drive and communicate progress.
- Develop positive working relationships with third party logistics providers utilizing their expertise to implement cost savings initiatives.
- Provide positive leadership, guidance and mentoring to a small team of logistics analysts.

THE IDEAL CANDIDATE WILL HAVE:

- A bachelor's degree in Supply Chain Logistics or related discipline, MBA preferred
- 5+ years of strategic sourcing related to international logistics services
- Experience with multiple transportation modes including truckload, less than truckload, ocean, rail and express
- Experience or knowledge of Logistics industry specific analysis software or methodologies is a must
- Ability to interface with customers and suppliers via strong written and verbal communications skills
- Strong analytical and problem-solving skills
- Formal training and/or extensive experience in strategic sourcing
- Proficiency in spreadsheet software (e.g. Microsoft Excel) and presentation software (i.e. Microsoft PowerPoint)

Why ICG Commerce? ICG Commerce employees have the opportunity to:

- **Work with and learn from exceptional people at all levels** - ICG Commerce is committed to hiring and developing great people who have a passion for excellence and a commitment to continuous improvement.
- **Create genuine and meaningful value for customers** - ICG Commerce has a proven track record of helping leading companies not only save millions of dollars and but also hundreds of jobs
- **Grow and develop professional capabilities at a swift pace** - Employees have the opportunity to work with a variety of clients, benefiting from exposure to a number of industries and business functions.
- **Have a visible impact on company performance** –Employees are encouraged to identify opportunities to improve customer relationships and our company and to take action. These contributions are visible to and recognized by all levels of the organization.

ICG Commerce also offers employees a competitive compensation package including health, dental, and vision insurance, 401(k) plan, tuition reimbursement and other benefits.

ICG Commerce is an Equal Opportunity Employer and does not discriminate in hiring or employment against any individual on the basis of race, religion, color, creed, gender, national origin, ancestry, age, marital status, citizenship, physical or mental disability, veteran status, sexual orientation, or status within any other group protected by anti-discrimination laws