

Market Leader Seeking Supply Chain Management Professional with a Track Record of Delivering Results and Driving Ongoing Improvements

- Are you a highly motivated, independent self-starter that thrives on challenge and delivering exceptional results?
- Do you have 1-3 years of experience in strategic sourcing, procurement, logistics, carrier management, or supply chain consulting with a demonstrated track record of delivering results?
- Do you have a desire to learn new supply chain and business skills while delivering measurable value to *Fortune 500* companies?

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 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:

ICG Commerce is looking for Category Management team members to join our teams in Cincinnati, OH, Canton, OH or Houston, TX. These team members will be assigned to an account in the Ohio or Texas area and will work with both ICG Commerce and customer stakeholders to support the delivery of category management services which include: strategic sourcing, carrier performance management, price management, supply market monitoring, continuous improvement and on-going cost reductions, carrier review, and issue resolution. Specifically, the Category Management team member will:

- Work collaboratively with carriers and customer stakeholders to identify and execute continuous cost, process and service improvement projects.
- Perform total cost of ownership evaluations, support supply market research and conduct pricing audits and impact analysis for the pursuit of continuous cost improvements.
- Assist in the reporting of category specific savings results to customers.
- Support problem-solving and issue resolution efforts to support customer satisfaction
- Develop good working relationships with customer stakeholders at both the corporate and business unit level.
- Interface with customer stakeholders and project teams on progress, barriers and new opportunities.
- Provide analytical support for necessary re-sourcing activities to maintain the competitiveness of category contracts.

The Opportunity:

- Learn/build upon supply chain skills (negotiation, strategic sourcing, carrier management) while gaining general business management skill and experience
- Work directly with client stakeholders and gain exposure to senior supply chain and operations executives within multiple Fortune 500 companies/customers
- Receive mentoring from senior ICG Commerce supply chain/sourcing/category management experts.

The Successful Candidate Profile:

- Bachelor's degree in Engineering, Supply Chain, Logistics or other quantitative discipline or equivalent experience.
- Knowledge of multiple modes of transportation including truckload, less than truckload, ocean, rail, etc.
- 1-3 years experience in a strategic sourcing, procurement, logistics, materials and carrier management or supply chain consulting or industry environment with demonstrated track record of delivering results.
- Experience specific to strategic sourcing or e-procurement preferred but not required.
- Experience related to logistics related services a plus but not required.
- Solid project management skills
- Excellent communication skills - written and verbal including formal presentation skills
- Strong analytical and problem-solving skills
- Ability to multi-task
- Strong proficiency in Microsoft Excel, PowerPoint, Access, Word
- Ability to assimilate to the varied corporate cultures and organizational structures of our customers

Travel:

- Team member will work on customer premise (considered local) and must be willing to travel up to 25% to customer business unit locations.

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. Employees have the opportunity to work with other top performers at all levels within ICG Commerce, as well as leading executives of Fortune 500 companies, benefiting from exposure to a number of industries and business functions.
- **Help customers deliver meaningful value to their organizations** – ICG Commerce has a proven track record of helping leading companies not only save millions of dollars and but also hundreds of jobs. Employees have the opportunity to help customers make a significant impact on their financial performance and competitiveness in the marketplace.
- **Grow and develop professional capabilities at a swift pace** – Employees are given the tools and experiences to build widely applicable business management skills, such as solution design, program management, effective presentation delivery and team leadership, in a dynamic, fast-paced work environment.
- **Have a visible impact on company performance** – Employees are encouraged to identify opportunities to improve both customer relationships and our company and are empowered

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, education savings plans and work/life balance tools.

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.