

POSITION SPECIFICATION
CHIEF PROCUREMENT EXECUTIVE

Exceptional career opportunity for an experienced procurement executive to shape and guide the recently formed corporate strategic sourcing organization of this leading pharmaceutical company.

THE COMPANY


U.S.-based NYSE-traded company develops, manufactures and markets prescription pharmaceutical products, primarily for central nervous system disorders, hypertension, pulmonary disorders and pain management. Annual revenues in excess of \$3 billion. The Company is an “Employer of Choice” with a workforce of approximately 5,000. It enjoys an outstanding record of growth (22% per year over the past 5 years), profitability and stock price performance, as well as an impressive licensing and new product pipeline.

THE POSITION

The mission of this newly created position is to guide the transition of the procurement function from the previous, completely decentralized approach to a new approach involving the creation of a corporate procurement function to provide strategic sourcing leadership and procurement policy direction throughout the entire Company. This includes not only all Manufacturing-related procurement activities in the Company’s 17 U.S. facilities, but also Clinical Research, Product Development, Marketing and Headquarters. The key responsibility of the position in the first year is to develop and effectively implement a new set of corporate policies and procedures to increase value, reduce costs and insure adherence to the Company’s ethical code. The position is based at headquarters in New York, NY. It reports directly to the Company’s Senior Vice President, Finance and Chief Financial Officer.

THE CANDIDATE

The ideal candidate brings 10 plus years of relevant procurement experience from a number of alternative industry backgrounds such as pharmaceuticals, chemicals, high technology or medical device. The ideal candidate has a demonstrated record of success and career progression and possesses not only a strong technical foundation in procurement and the ability to execute, but also the ability to think strategically and lead change in a complex, fast-paced organizational environment. Past experience ideally includes responsibilities at the execution level as well as at the corporate level. Familiarity with SAP or another enterprise resource planning systems is a decided plus.

SNYDER  COMPANY, LLC is a retainer-based executive search firm specializing in the pharmaceutical industry.

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