

IT Category Manager (Job Number: 00701)

Job Description: IT Category Manager

Job Summary: This position Leads the strategic sourcing activities for Information Technology spend categories such as Maintenance, Client Services, and Software Licensing, with the goal of achieving significant initial cost reductions, while maintaining/improving product quality and supplier service levels. This successful candidate will work closely with key stakeholders to develop effective cost reduction strategies and implementation plans. The Category Manager's primary responsibility is to utilize the strategic sourcing best practices to capture real savings while making effective supply base decisions. This includes direct savings captured through consolidating company-wide purchasing volume and applying operational and commercial TCO levers to reduce cost and managing contracts with suppliers.

This position will be responsible for \$50 million in annual Information Technology spend and will report directly to the Information Technology Category Lead and is located in St. Louis, MO.

Responsibilities:

- Develop, champion, and ensure implementation of ideas that will optimize total cost of ownership year-over-year for assigned spend categories according to group guidelines.
- Work with Strategic sourcing and the operations purchasing teams to streamline and improve sourcing processes
- Contribute to the cost savings goal of \$200 million dollars to be delivered by 2014
- Track forecasted vs actual savings for the IT Category and be responsible for communicating performance against these measures and their potential budgetary impact.
- Develop and implement commodity strategies and establish and maintain strategic relationships with suppliers to ensure successful implementation and support.
- Work with business unit leadership to monitor contract compliance
- Manage supplier development/relationships to ensure continuity of good and services that meet the quality, service and price performance standards of the company
- Develop negotiations strategies and drive negotiations to achieve stated goals and objectives
- Drive improvement of procurement efficiency and effectiveness throughout Monsanto
- Remain current with market trends through relationships with suppliers and market experts; identify and communicate new technologies and solutions to key problems in the assigned spend areas
- Maintain a working knowledge of applicable federal, state and local laws and regulations as well as any internal policies (e.g. code of ethics) or procedures to ensure that the behavior exhibited by the organization with the highest level of integrity, honesty, and transparency.
- Support Monsanto's Women and Minority Business Enterprise Program.
- Lead cross-functional negotiating teams targeting key spend categories.
- Collaborate effectively across different organizational levels, functions, businesses, and geographies to realize procurement goals and objectives.

Qualifications

Required (Basic/Minimum Qualifications):

- BA/BS in Supply Chain Management/Business/Engineering or related field required with MBA preferred
- Successful 5 year track record in a global procurement organization
- Information Technology global procurement experience (minimum 2 years)
- Able to work in a dual reporting matrix environment and aggressively take the lead on implementation of savings opportunities that affect numerous lines of business
- Demonstrate Candor; ability to respectfully challenge senior leadership
- Results Orientation
- Comfort/familiarity with constructing presentations, organization communications, and business cases
- Strong ability to build relationships and networks with multiple functions and at the leadership levels
- Strong analytical capabilities and negotiation skills
- Self starter and independent worker
- Strong leadership skills

Desired (Nice to Have/Assets) skills/experience/education:

- Information Technology global procurement experience (minimum 2 years)
- Experience within the client services area a plus

To apply you can also visit our website at www.monsanto.com/careers and apply to req. number: 00701