

## Job Title: Associate Director, Strategic Procurement

Please note this role will work in a hybrid environment. The successful candidate must be located near a Canadian Blood Services site and will be working a mixture of on-site and off-site work based on the parameters for our operations to meet the needs of our donors, our staff and our communities. Currently, employees are expected to have an in-person presence for at least 40% of their work time. This requirement may vary depending upon circumstances.

**Job category:** Procurement

**Job posting ID:** 6705

**Employment status:** Regular full-time

**Classification:** PTS/MGT/IT B

**Salary/Rate of pay:** \$127,250.00 - \$143,538.00

**Application deadline:** 2024-12-17

**Application requirements:**

- Your up-to-date resume.
- We recommend you save a copy of the job posting for reference throughout the recruitment process.
- Apply to this link: <https://careers.blood.ca/job-invite/6705/>

**Do you currently work for Canadian Blood Services? All employees must apply via the [internal career page](#).**

**Together, we can make all the difference in the lives of others.**

Be part of a dynamic, collaborative and caring organization committed to saving and improving lives. Thousands of patients depend on us every day for reliable access to safe blood, plasma, stem cells and organs and tissues.

If you are looking for a rewarding experience with a values and mission-driven team, join Canada's Lifeline and make a meaningful difference.

*We acknowledge that the work of Canadian Blood Services spans many Territories and Treaty areas across the country, and we are grateful for the Traditional Knowledge Keepers and Elders who have guided us in this important work. We recognize the land and waters that have inspired our work and offer gratitude to those Indigenous peoples on whose territory we work, live and play.*

**About this role:**

Canadian Blood Services (CBS) is looking for a **Regular Full time, Associate Director, Strategic Procurement** to join our dynamic **Procurement** team.

Reporting to the Director, Procurement, this role will provide leadership and guidance in the planning, implementation and administration of vendor management, contract negotiations/administration and sourcing activities supporting business initiatives. This position will also ensure the development and performance of Procurement strategies to optimize value of goods and services used by Canadian Blood Services while ensuring appropriate fiduciary responsibility and compliance with the Procurement Policy. The role will enable and support the business in maximizing supplier performance, optimizing processes, while ensuring our sourcing strategies support the organizations work in the continuous improvement of Canada's health-care systems.

**Formula for Success:**

- Using strategic leadership and approach, engage with business areas and develop medium to long term contracting, sourcing and vendor management strategies while identifying and minimizing business risks.
- Leveraging your expertise in procurement, develop and recommend optimum sourcing approaches and vendor selection strategies for key categories (particular focus and experience in pharmaceutical markets is preferred)

while working with business areas to maximize best overall value for the goods and services.

- Management and optimization of the supply base, including assessment of capabilities for security of supply, capacities, cost structure, and future plans. Using your superior negotiation skills, lead contract negotiations ensuring terms are optimized and CBS interests are protected and risks are minimized.
- Ensure that the competitive processes comply with CBS policies, and are transparent and fair, protecting CBS, its reputation, and employees and Board members from reproach.
- Drawing on your ability to continuously improve, develop, review and revise departmental procedures and processes to optimize efficient use of procurement practices and resources.
- Utilizing your people leadership skills, coach and develop Procurement team members.
- Using your technical skills, seek ways to optimize and reduce manual work and data analytics through use of technology to maximize efficiency.

### **Desired Education and Skills:**

- Post-secondary level education in a business administration, commerce or a relevant discipline from a recognized academic institution is required.
- Degree or certification in Supply Chain Management, Supply Chain Management Professional Designation or closely related discipline is preferable.
- Minimum of 5 years of senior level Procurement experience (and 10 years of progressive general procurement experience), including competitive sourcing, complex negotiations, data analytics and managing staff.
- Results-oriented, metrics-driven leader with excellent strategic and tactical decision-making skills.
- Strong written and verbal communication skills in English.
- Strong negotiations skills and expertise in Procurement.
- Ability to coordinate resources for ongoing projects across business groups including addressing and resolving cross-team issues.

An equivalent combination of education, training and experience may be considered.

### **What we offer you**

- 4 weeks' vacation
- Annual performance award up to 10%
- Comprehensive group health, dental and vision benefits for you and your family
- Defined benefit pension plan
- Employee discounts, wellness program, professional resource

### **What you can expect**

- This role will work in a hybrid environment with requirements to be onsite at a Canadian Blood Services location at least 40% of the time/days of the week.
- Travel requirement – occasional travel across CBS sites, 3-5 trips a year will be required.

Diversity and inclusion play a vital role in ensuring health equity for patients across Canada. We are committed to reflecting Canada's population in our organization and fostering an environment where all employees can be their authentic selves, with equal opportunities to succeed and contribute.

**If this role resonates with you, we encourage you to apply by providing your up-to-date resume. This could be your first step towards a meaningful and inspiring career. Come to work each day knowing that you save lives.**

We thank all applicants for their interest. However, only those considered for an interview or those invited to participate in an assessment will be contacted. Emails are sent directly from our system, to ensure you receive them please add donotreply@blood.ca and system@successfactors.com to your safe senders list.

Applicants who require accommodation should discuss their needs with us.

#LI-HYBRID

#LI-SB1

#LI-Ontario