



Position Title: Strategic Sourcing Manager

Work Location: Toronto, Ontario

Work Address: TD Centre - TD Tower - 66 Wellington Street West

Link to the posting: https://td.wd3.myworkdayjobs.com/TD_Bank_Careers/job/Toronto-Ontario/Strategic-Sourcing-Manager_R_1360173

Department Overview:

TDBG spends around \$8B each year with vendors. Strategic Sourcing Group's (SSG) role, in collaboration with our business partners, is to create sustainable competitive advantage for TDBG by leveraging this third party spend and the expertise of our key suppliers to meet our needs, reduce total cost, and mitigate supply-related risks. Our role is global in scope and we have just embarked on a journey to transform the way we do sourcing, purchasing and vendor management within our department and more broadly across the organization. Our team is comprised of ~200 people who are in various TDBG locations across North America.

Job Accountabilities:

CUSTOMER

- Act as liaison with business / executives and provide sourcing expertise and recommendations to business partners to optimize Sourcing strategies to enable TD and business specific objectives and goals
- Within category specialty, support business partners by contributing to governance programs and management programs
- Manage category and strategic sourcing strategies and initiatives that support TD and business partner needs and objectives as well as help to mitigate risks to the organization
- May provide guidance on Sourcing/outsourcing best practices
- Present research findings and make recommendations to management that support category and business partner strategies
- Leads supplier negotiations to maximize total cost of ownership in a given category and work with business partners

SHAREHOLDER

- Adhere to enterprise frameworks or methodologies that relate to sourcing activities for our business area
- Ensure respective sourcing programs/policies/practices are well managed, meets business needs, complies with internal and external requirements, and aligns with business priorities
- Consistently exercise discretion in managing correspondence, information and all matters of confidentiality; escalate issues where appropriate
- Ensure business operations are in compliance with applicable internal and external requirements (e.g. financial controls, segregation of duties, transaction approvals and physical control of assets)
- Participate in cross-functional /SSG enterprise / initiatives as a subject matter expert helping to identify risk / provide guidance for complex situations



- Conduct internal and external research projects; support the development/ delivery of presentations / communications to management or broader audience
- Conduct meaningful SSG analysis at the functional or enterprise level using results to draw conclusions, make recommendations, assess the effectiveness of programs/ policies/ practices
- Monitor service, productivity and assess efficiency levels within own function and implement continuous process / performance improvements where opportunities exists
- Lead / facilitate and/or implement actions / remediation plans to address performance / risk /governance issues
- Actively manage relationships within and across various business lines, corporate and/or control functions and ensure alignment with enterprise and/or regulatory requirements
- Keep abreast of emerging issues, trends, and evolving regulatory requirements and assess potential impacts
- Maintain a culture of risk management and control, supported by effective processes in alignment with risk appetite

EMPLOYEE / TEAM

- Participate fully as a member of the team, support a positive work environment that promotes service to the business, quality, innovation and teamwork and ensure timely communication of issues/ points of interest
- Provide thought leadership and/ or industry knowledge for own area of expertise in own area and participate in knowledge transfer within the team and business unit
- Keep current on emerging trends/ developments and grow knowledge of the business, related tools and techniques
- Participate in personal performance management and development activities, including cross training within own team
- Keep others informed and up-to-date about the status / progress of projects and / or all relevant or useful information related to day-to-day activities
- Contribute to team development of skills and capabilities through mentorship of others, by sharing knowledge and experiences and leveraging best practices.
- Lead, motivate and develop relationships with internal and external business partners / stakeholders to develop productive working relationships.
- Contribute to a fair, positive and equitable environment that supports a diverse workforce
- Act as a brand ambassador for your business area/function and the bank, both internally and/or externally

BREADTH & DEPTH

- Highly seasoned professional role requiring substantial knowledge of Sourcing and procurement and/or knowledge of broader related areas
- Integrates knowledge of the enterprise sub-function's or business line's overarching strategy in developing solutions across multiple functions or operations
- Interprets internal/external business challenges and the industry environment, recommends course of action and best practices to improve products, processes or services
- Acts as a technical expert / lead integrating cross-function understanding within their own field of specialty; may manage team(s) of related specialists
- Leads cross-functional teams or projects with significant resource requirements, risk and / or complexity
- Independently manages end-to-end functional programs



- Solves or may lead others to solve complex problems; leads efforts or partners with others to develop new solutions
- Uses sophisticated analytical thought to exercise judgement and identify solutions
- Impacts the achievement of sub-function or business line objectives within the area they are accountable for
- Work is guided by policies and industry standards/methods
- Communicates difficult concepts; converts information to compelling business context and advice; influences and gains alignment across increasingly senior stakeholders
- Works autonomously as the lead and guides others within area of expertise

EXPERIENCE AND / OR EDUCATION

- Post-Secondary Education
- 7+ years of related experience
- Advance Negotiation Skills: Proficient in negotiating complex contracts and terms for IT solutions, **Business Operations and Professional Services**.
- Strategic Sourcing: Developing and implementing sourcing strategies aligned with business goals
- Supplier Development: Working closely with suppliers to improve quality, costs, and delivery performance
- Risk Management: Identifying and mitigating risks related to sourcing and supply chain disruptions
- Contract Negotiation and Management: Managing complex contracts, including terms, conditions, and performance metrics