

SOURCING CONSULTANT

APPLY NOW

About the Position:

E&I Cooperative Services (E&I) is the only member-owned, non-profit procurement cooperative focused exclusively on higher education. We provide our members with unsurpassed value through a broad portfolio of competitively solicited contracts, technology-enabled procurement solutions, and strategic, consultative engagements. Our innovative strategic spend assessments empower members to make informed, analytics-based decisions to capture savings. We collaborate with our suppliers through a performance management program to consistently deliver an amazing member experience.

E&I has an exciting opportunity for **three (3) Sourcing Consultants in our Member Engagement Department**. Two positions will represent specific states in the Eastern region, and one will represent specific states in the Western region. These positions will be responsible for developing, leading, and managing the consultative sales relationship between E&I and its members by communicating the overall value and competitive advantage of E&I as a strategic sourcing partner. This includes helping members understand how and where E&I can help them in support of their sourcing strategy, analyzing their spend to generate insights about where they can leverage E&I contracts to avoid cost, save time and resources, increase compliance, consolidate spend and manage more spend under contract. These positions will increase contract utilization, spend on contract, and improve the member experience by maximizing their education dollars. This will be accomplished by presenting member-focused solutions utilizing data analytics, based on proven success in developing and deploying procurement strategies using strategic sourcing methodologies within higher education. These positions will work remotely based upon their region.

At E&I, we are proud of the company culture we have created. We believe that talented people and the right culture are the most important drivers of our company's success and our employees' satisfaction. We are looking for people who share our core values – people who are: **Mission Driven, Customer/Member “Obsessed”, High Performers; Inclusive, Positive, Collaborative, and who are Always Pursuing Better.**

Essential Duties and Responsibilities:

- Utilize procurement and strategic sourcing knowledge to assess the sophistication of members' procurement departments.
- Consult with members on spend analytics, cost savings metrics, supplier consolidation, contract compliance, and supply chain efficiencies, determining how E&I can assist in the development of enhanced procurement strategies.
- Achieve annual business plan through selling the benefits of various member product and service offerings resulting in increased purchasing volume in existing/new accounts and expanding the number and volume of contracts utilized within an assigned territory.
- Strategically and tactically consult with targeted members to identify the value and benefits E&I's professional procurement knowledge and member-focused solutions contribute to the development of their procurement and strategic sourcing strategies.
- Secure meetings with key decision makers on campus specifically focused on introducing E&I's data driven engagement model.
- Collaboratively partner with analytics team to develop comprehensive member-specific reports to align members' spend to the E&I portfolio and roadmap to maximize member's education dollars.
- Clearly articulate the findings of member-specific reports and ask solution-based questions to develop sales opportunities at member meetings.
- Utilize analytical reports to identify opportunities and gaps within members' spend and recommend E&I solutions that bring value to the member.
- Apply procurement knowledge and understanding of E&I contract portfolio, product, and service offerings to be a trusted advisor to the membership.

- Continuously utilize business sales reports and tools to properly manage the assigned territory against monthly and annual sales goals.
- Prioritize and effectively plan travel schedule to manage touchpoints in assigned territory.
- Build relationships with local business partners and dealer representatives to develop strategies for individual members that increase contract utilization.
- Continuously provide feedback and ideas across multiple business units to improve the member experience and share new product or service opportunities.
- Promote and represent E&I at association conferences, on-campus supplier fairs, and regional meetings as assigned.
- Enter/update/manage all activity and contacts in the Salesforce database on a timely/ongoing basis.
- Monitor personal business plan expenses, such as travel and office supplies, to ensure that expenditures stay within assigned budgets. Submit weekly expense reports.

Education and/or Experience:

- Bachelor's degree and equivalent work experience required
- Minimum 7 years of experience in higher education procurement required
- Sales or consulting to higher education procurement professionals preferred
- Understanding of procurement and strategic sourcing in higher education required
- Ability to discuss the strategic sourcing process
- Successful interaction and engagement with high-level decision makers
- Ability to interpret and utilize data in the strategic sourcing process
- Skilled at building professional relationships that create an environment to influence decision makers
- Proficient in the use of business analysis tools to evaluate present and future performance and identify areas of opportunity
- Excellent oral and written communication skills, interpersonal skills, and presentation skills
- Strong executive presence with the ability to remain confident and composed, yet humble
- Highly organized, self-starter, disciplined to work out of home office
- Strong computer skills in the Microsoft Office suite of programs, specifically Word, PowerPoint, and Excel
- Regional travel required, approximately 25%.

E&I offers a competitive salary and a comprehensive benefits package which include Medical, Dental, Vision, Life & AD&D Insurance, LTD, STD, FSA, 401(k), AFLAC and other company sponsored benefits.

Interested applicants, please attach with cover letter and salary requirements to resumes@eandi.org with the position listed in the subject heading. All responses will be viewed with the strictest of confidence.

E&I is an equal opportunity employer and is committed to providing equal opportunities for employment and advancement without regard to an individual's race, color, religion, national origin, age, sex, sexual orientation, marital status, or any characteristic protected by local, state, or federal law.

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