

Category Manager

Please note this role will work in a hybrid environment. The successful candidate should be located near a Canadian Blood Services office and will be working a mixture of on, 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 is subject to change, based on operational needs.

Job posting ID: 5626

Employment status: Regular full-time

Classification: PTS/MGT/IT B

Salary grade: Grade 9

Salary/Rate of pay: \$88,566 to \$106,890

Application deadline: 2024-04-24

Application requirements:

- Your up-to-date resume.
- Job specific cover letter.

How to apply: Please submit your application on our company website directly - <https://careers.blood.ca/job-invite/5626/>

This position is open to: Internal and External applicants

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 the role

Canadian Blood Services is looking for a **regular full-time Category Manager** to join our dynamic **Procurement** team.

The **Procurement team** is responsible for supporting Canadian Blood Services by sourcing goods and services and managing agreements to support Canadian Blood Services operations.

In this role, you will be responsible for strategic sourcing for your internal client group or one or more key commodities. This involves all aspects of the strategic sourcing process including developing a high level of

knowledge of the current state and possible evolution of the assigned commodity. You will work with internal clients to develop specifications for competitive sourcing (Request for Proposals, Request for Quotations) that will bring the best options and value to Canadian Blood Services, manage the sourcing process, and lead cross functional negotiations with suppliers.

Formula for success

- Leveraging your strong organizational and communication skills, you will develop, plan, and coordinate the procurement department's operational plans and processes, including enterprise-wide establishment of sourcing arrangements, manage supplier negotiations and long-term partnering with select vendors on behalf of Canadian Blood Services, and monitor progress against plan.
- Utilizing your ability to lead and work collaboratively across diverse teams, you will establish networks and maintain positive relationships internally and externally throughout the vendor community, government, stakeholders, and Canadian Blood Services leaders to enhance and promote procurement practices and vendor regulatory compliance.
- Drawing on your knowledge and experience, you will plan, develop, and manage all activities related to competitive sourcing.
- You will ensure that contracts are negotiated, managed, and monitored to meet Canadian Blood Services' short- and long-term needs.
- Using your excellent attention to detail, you will fully understand all spend on goods and services by assigned client and category, whether or not that spend is currently under contract or managed by Procurement.
- Concentrating on your exceptional customer service and continuous growth mindset, you will maintain in-depth knowledge of customer(s) business needs through attending planning and update meetings, ensuring early involvement in all sourcing initiatives whether funded or not, and obtaining information from the supply base to help their internal customers understand what solutions are possible.
- You will participate in the supplier relationship management (SRM) program managing top tier strategic suppliers critical to CBS long term sourcing strategies.
- Focusing on your analytical skills, and ability to prioritize and meet tight deadlines, you will assist with the budget process by providing cost estimates for budgetary purposes and project approval prior to commencement of sourcing and assists with the development of functional specifications as early as possible in the process.
- You will participate in the business essential suppliers (BES) program and manage and work with vendors deemed essential to supplying critical supplies and goods to Canadian Blood Services.

Desired education and skills

- Completion of post-secondary level education from a recognized academic institution, preferably a Business Degree (Business Administration, Materials Management, or related discipline).
- A Supply Chain Management Professional (SCMP), designation will be considered an asset.
- 5 years of related, progressive experience.
- Experience in complex procurement negotiations.
- Experience in developing competitive sourcing documents.
- Good knowledge of cost accounting and ability to apply it to understanding internal spend, supplier costs, and total costs of ownership.
- Knowledge of regulated industry standards and with ISO 9000, TQM, cGMP, or an equivalent will be required.
- Knowledge of SAP Ariba (Contracts & Sourcing modules).

What we offer you

- 4 weeks' vacation
- Annual performance award up to 8%

- Comprehensive group health, dental and vision benefits for you and your family
- Defined benefit pension plan
- Employee discounts, wellness program, professional resources

What you can expect

- This role will work in a hybrid environment with requirements to be onsite at Canadian Blood Services location 40% of the time/2 days of the week.
- Occasional travel may 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.

Canadian Blood Services requires that all employees be fully vaccinated (COVID 19 vaccine doses as approved by Health Canada), subject to any medical or other human rights considerations. Persons who have been vaccinated outside of Canada must contact their local Public Health Unit in order to obtain a vaccine equivalency certificate.

If this role resonates with you, we encourage you to apply! 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 (such as testing) will be contacted. Applicants who require accommodation should discuss their needs with us.