



Job Description

Job Title: **Director, Global Sourcing**
Division/Department: **Operations**
Reports to: **VP, Operations**
Location: **Washington DC/or remote**

OVERVIEW

WeeGreen is the first to market green campaign platform. Combined with our on-line marketplace, we accelerate purchases of green products by friends, families and neighbors. The campaigns engage people and communities locally, around the globe, to generate clean energy and be a part of the climate solution.

- Groups use the free, co-branded online platform to run their local campaigns
- They then visit the WeeGreen marketplace to purchase green products and services
- Our business model shares 20% of net revenue with non-profits, cities and towns – ensuring a continued customer base
- Each campaign “dashboard” provides stats for fundraising and environmental impact
- Scales fast and worldwide
- Addresses climate change head on

We created WeeGreen to encourage regular people, local communities and organizations, all over the globe, to help grow and share in the green economy.

Your Planet...Your Purchase...Your Cause.

WeeGreen has an exciting opportunity for a results oriented “**Director, Global Sourcing**” to join our innovative startup primed for growth.

SUMMARY/OBJECTIVE

Reporting to our VP, Operations the Director, Global Sourcing will have sourcing responsibility for all products on the Wee.Green Marketplace along with planning, marketing and implementing supplier programs targeted toward existing and new suppliers.

The Global Sourcing Director will be responsible for developing and managing supplier relationships for the company and executing global sourcing strategies to improve service, quality, and total cost of ownership across a global supplier base.

PRIMARY RESPONSIBILITIES

- Understand the Sourcing needs, perform market research, devise sourcing strategies, sourcing execution and negotiation of supplier contracts and agreements.
- Manage all product onboarding activities for Wee.Green Marketplace operations.
- Support new product introductions (supplier selection, quotes & capacity planning)
- Negotiate, implement and manage supplier contracts, incentives, exclusivity and NDA agreements.
- Responsible for Business Review with Suppliers to support the Weegreen Marketplace to ensure suppliers meet agreed to KPIs.
- Ensure department compliance with the Strategic Sourcing and Procurement Policies and Procedures.
- Support the Supplier change notification program, where appropriate.
- Work with suppliers on capacity expansion to support growth & improve flexibility
- Regular benchmarking to evaluate cost / capability of incumbent & potential suppliers
- Risk mitigation via supplier diversity, dual sourcing, financial audits, etc.
- Build and maintain a supplier/opportunity pipeline
- Ability to hire, manage and supervise staff as needed
- Acquire appropriate information necessary to set up suppliers and sku's in Weegreen marketplace

KNOWLEDGE AND SKILL REQUIREMENTS

- Bachelor's degree in Business or related area required. MBA highly preferred.
- Minimum of 8 years of operations and/or strategic sourcing experience, including Supplier Selection, Supplier Management, leading supplier negotiations and sourcing.

- Candidate must have experience and familiarity working with and sourcing solar and/or energy efficiency and clean energy products
- Proven history leading and closing large scale negotiations
- Work requires professional written and verbal communication and interpersonal skills.
- Work requires willingness to work a flexible schedule.
- Proven, strong negotiations and leadership skills
- Certified Purchasing certification is a plus
- Thorough knowledge of purchasing principles including: development/ evaluation of RFP process, cost/comparison analysis, negotiations and awarding of contracts.
- Must be available to travel up to 25% of the time.
- Experience negotiating complex contracts
- Experience working in a matrix environment with external relationships/partners
- Practical application skills with an ERP system and Ecommerce Systems

WORK ENVIRONMENT

Work is performed in a business office environment. Travel to supplier sites and tradeshows will be required.

COMPENSATION

A competitive compensation package including base, bonus will be awarded to the successful candidate.

To apply send resume and cover letter to tbouchard@wee.green.