

Purchasing Manager, Commodities
Minneapolis, MN

The Valspar Corporation is one of the largest global coatings manufacturers in the world, providing paints, coatings and coating intermediates to a wide variety of global customers. At \$4 billion in sales, Valspar is dedicated to bringing its customers the latest coating technology innovations, the finest quality, and the best customer service in the coatings industry.

Valspar is in a unique position to supply customers with the coating solutions they need with more than 10,000 employees in over 30 countries. We sell products in over 100 countries across the globe. Our diverse array of product offerings makes us one of the most complete coatings suppliers, and the sixth largest paint and coatings company in the world.

Due to increased global growth, dynamic materials markets and many exciting Sourcing initiatives, we are currently seeking an experienced Purchasing Manager, Commodities to work at our corporate headquarters located in downtown Minneapolis. Reporting to the Director, Commodities, you will:

- Manage the purchasing process of specialized or strategic materials and supplies for a commodity grouping.
- Have team or lead responsibility for leveraging Valspar's global spend and carrying out best in class strategic sourcing across defined global and /or regional commodities. These commodities may include resins, monomers, solvents, TiO₂, additives, epoxy, pigments, containers or similar.
- Be a leader or member of a team identifying, targeting and delivering value through a broad, professional purchasing approach.
- Focus on utilizing a collaborative approach, developing relationships with various stakeholders, quickly developing credibility for the department and buy-in across business units.
- Develop or assist in developing and executing sourcing strategies.
- Work with cross functional teams to document business need and create subsequent business direction and strategy.
- Identify and drive cost savings initiatives.
- Manage negotiations with selected suppliers.
- Work with sourcing and cross functional teams to ensure best prices are negotiated to maximize business profitability and meet cost reduction and productivity improvement targets.
- Ensure the commodity strategy is developed, tracked and measured against key performance criteria.
- Ensure the team is represented at key stages of the new product development process
- Supervise staff to include hiring, training, evaluating performance, providing compensation recommendations, and determining disciplinary actions when necessary

- Negotiate contracts to secure the highest quality goods and value based on market shifts, supply chain movement, and various product offerings; receives guidance on larger actions.
- Develop or assist in developing sourcing strategies for the assigned commodity grouping and implements new strategies once approved.
- Monitor compliance with contracts, facilitate meetings and discussions to resolve circumstances, and contact other personnel when required.
- Approve purchase requisitions based on product needs, contract requirements, and the volume and financial impact.
- Develop appropriate policies and procedures to ensure compliance with purchasing management principles and practices and applicable laws, rules, and regulations; monitor compliance with these areas.
- Facilitate purchasing matters with other departments, locations and divisions, including senior management.

As the qualified candidate, you will have:

- Bachelor's degree in Business Administration, Supply Chain Management, Finance, Engineering or Science, or equivalent education and experience. Master's degree in Business Administration (MBA) is preferred. APICS or ISM certification a plus.
- 8+ years relevant experience with increasing responsibility; 2+ years of supervisory experience.
- Experience managing and developing team talent
- Demonstrated strong self-initiative, sense of urgency and customer relationship building skills.
- Excellent listening, verbal and written communication skills.
- A collaborative work style, with a strong ability to build relationships, gain credibility and partner with internal customers and co-workers.
- Demonstrate a "hands-on" style and willingness to engage proactively with managers, directors and vice-presidents.
- Strong organizational, analytical and project management skills.
- Ability to present information (prepare reports, rationale and recommendations clearly and concisely to all levels of management).
- Proficiency in Microsoft Office 2007 (Word, Excel, Outlook, PowerPoint).

Valspar offers a very competitive compensation program consisting of base salary, a bonus program, medical and dental coverage, disability and life insurance coverage, dependent and health care reimbursement accounts and various retirement wealth accumulation programs. A corporate relocation package is offered for this role. Valspar is an Equal Opportunity Employer.

To learn more about the Valspar Corporation, please visit our websites at www.valsparglobal.com. At Valspar, "If it matters, we're on it".