



JOB VACANCY

STRATEGIC SOURCING MANAGER -AGRICULTURAL COMMODITIES

Africa Improved Foods (AIF) is a Public-Private Partnership focused on addressing malnutrition through the production of nutritious, high quality fortified foods.

Department : Procurement	Direct Reports: Sourcing Lead, Sourcing Admin. Officer
Reports to: Procurement Director	Contract terms: Open ended Contract
Location: Kigali, Rwanda	

PURPOSE OF THE JOB

This position is responsible for the development and implementation of purchasing strategies for Agricultural Commodities in Rwanda and the Region as well as optimizing the stock level of the grains between working capital and security of inputs.

The jobholder will also be key in supporting the procurement department, management of the supply chain process and ensuring world class purchasing systems and processes are implemented.

TASKS & RESPONSIBILITIES

1. Sourcing

- Provide inputs and coordinate the development of a harmonized sourcing strategy for grains
- Analyze, organize, and improve sourcing processes for AIF, with the goal of streamlining operations and reducing costs.
- Scrutinize existing procurement systems, vendor agreements, logistical arrangements, and workflow systems.
- Develop a strong understanding of the market (supply base & price trends) and monitor competitive factors and risks.
- Build grounded knowledge of the region regarding quality, development status, farms, post-harvest processing for soy and maize
- Develop total cost of ownership models and scenarios across the end-to-end category value chain.
- Lead and actively participate in the weekly grain meeting with all relevant stakeholders
- Use relevant analysis and risk assessment tools to develop insights to support sourcing strategies and sourcing decisions.
- Apply Structured Strategic Sourcing Processes to develop a 5-year strategy. Implement and deploy this strategy
- Make a rolling forecast to support financial and operational planning.
- Implement and support execution of master contracts and supply agreements in relation with partners, lead end-to-end supplier management
- Track category performance metrics: financial and non-financial. If required implement business-specific purchasing (sourcing and procurement) procedures with respect to specific business needs and priorities.
- Develop & implement, risk management framework and business continuity plans.
- Implementing inventory optimization strategies within the company.
- Obtaining quotes from different suppliers, negotiating price, quantity, and delivery schedules with suppliers.
- Working with legal counsel to ensure that all contracts relating to product procurement contain all details of the negotiation.
- Providing solutions to improve company spending and outsourcing.



2. Relationship Management

- Establish and nurture relationships with key suppliers to ensure competitive pricing this will include devising creative or alternative approaches to bundling procurement services or customizing orders for more favorable terms.
- Continuously track supplier performance according to the guidelines of supplier evaluation and audit policies
- Lead supplier development activities: set up cross-functional review meetings with key suppliers in order to improve performance and costs.

3. Team Management

- Ensure that specific KPIs of the staff within the department are aligned to the overall business needs by managing team performance in liaison with the HR department including management of any non-performance within the department.
- Coach and mentor subordinates to improve overall team engagement and upskill the team.
- Champion the AIF Grain Purchasing Ethics and Standards of integrity within the team.
- In liaison with the HR handle any disciplinary issues that may arise within the team

QUALIFICATIONS & EXPERIENCES

- A Master's degree in purchasing, supply chain or any related field.
- 5+ minimum years of extensive experience in grain purchasing.
- Fluency in English and Kinyarwanda, understanding of French and/or Kiswahili will be an added advantage.
- Good knowledge of local and regional grain markets. Financial and business acumen is a strong plus
- Proven experience in sourcing processes and methodologies at a world class level.
- Proficiency in Ms-office and G-suite.
- Strong negotiation and decision making skills
- Sound time-management and organizational skills.
- Expertise in local, regional and global maize and soybean markets: supplier base, market drivers, sourcing strategies and techniques
- Know-how and mastering the 7-Step Sourcing Process (supplier industry analysis, development of TCO-models, procurement strategies, supplier selection, fact-based negotiations.)
- Basic knowledge of local legal positions for international contracts.
- Must be a Rwandese national.

APPLICATION GUIDELINES

All applications including application letter, curriculum vitae and academic qualifications should be submitted in single PDF File via this email: recruitment@africaimprovedfoods.com for the attention of the **Human Resources Manager of Africa Improved Foods Rwanda Ltd.**

The closing date for submission of applications is **Thursday 24th February 2023.**

Only shortlisted candidates will be contacted.

Kigali, 09th February 2023