



**Supply  
Ontario**

*Supply Ontario is a new provincial agency with an ambitious mandate to transform and modernize the province's public sector supply chain management system.*

*Supply Ontario's vision is to build world-class capability that harnesses Ontario's buying power to enable economic development, province-wide resilience and value for Ontarians. We are currently establishing our initial operations, building our foundational infrastructure and planning for how the agency can best provide services. To learn more about Supply Ontario, please visit [www.supplyontario.ca](http://www.supplyontario.ca).*

*Diversity, Inclusion and Belonging are important values of the organization, where each employee is respected and valued for their differences. Every employee brings unique skills, background and experiences to Supply Ontario, regardless of race, national or ethnic origin, colour, religion, age, sex, sexual orientation, gender identity or ability. These diverse and different perspectives enrich our organization and our working life.*

*La diversité, l'inclusion et l'appartenance constituent des valeurs importantes de l'organisme, où tous nos employés sont respectés et estimés pour leurs différences. Chaque employé apporte des compétences, des antécédents et des expériences uniques à ApprovisiOntario, sans égard à sa race, à son origine nationale ou ethnique, à sa couleur, à sa religion, à son âge, à son sexe, à son orientation sexuelle, à son identité de genre ou à sa capacité. Ces points de vue diversifiés et différents enrichissent notre organisme et notre vie professionnelle.*

## **ACCOUNT (CATEGORY) MANAGER, IT/Telecommunications**

As the Account Manager within the IT and Telecommunications portfolio, you will be responsible for and contribute to the modernization initiatives that support Supply Ontario's journey in this paradigm shift to building an integrated, efficient and strategic supply chain that benefits our economy, businesses, customers and Ontarians.

In this pivotal role, you will be a member of a ground floor initiative ensuring the best possible combination of money spent and value received for Ontarians. Your IT procurement expertise coupled with your entrepreneurial spirit will be essential to plan, develop, and implement category sourcing strategies. You will use your influencing and relationship building skills as you work closely with your customers in the public and broader public sector to ensure their business needs are effectively captured into a strategy and implementation plan, serving as their primary liaison.

Other key responsibilities include:

- Responsible for the negotiation and management for all IT/telecommunication sourcing strategies related to software, applications, purchased services, equipment and all related IT and telecommunications infrastructure across the province.
- Providing strategic advice and leading multiple stakeholders to negotiate high complex and dollar value projects and contracts.
- Managing the category and providing oversight and governance of associated purchases; performing category spend and risk analysis; and designing and implementing category and supplier risk mitigation strategies.
- Monitoring supplier performance to ensure that contract terms and conditions are being met or exceeded and performance meets customer expectations.

Successful candidates will demonstrate the following:

- Degree in Business Administration, Supply Chain, or related degree and relevant experience.
- Demonstrated and proven experience with all aspects of strategic sourcing, negotiations, and contract management, including strategic procurement principles, best practices, approaches, and techniques, specifically relating to IT and telecommunications category.
- Supply Chain Management Professional (SCMP) Designation is preferred.
- Demonstrated negotiation skills and familiarity with standard terms and conditions.
- Experiences in Lean concepts and complex value stream mapping.
- Strong interpersonal skills: ability to communicate and engage at all organizational levels, ability to cultivate and sustain high quality professional relationships with suppliers.

Supply Ontario offers a competitive compensation package including benefits and defined benefit pension plan.

**HOW TO APPLY:** To apply, please click on the following link: [APPLY NOW](#) by **May 20<sup>th</sup>, 2022**. We thank all applicants for their interest, however, only those selected for further consideration will be contacted. If you have questions, you can also contact Margaret Murphy at 416-237-1500 x.234 or [margaret.murphy@hrassociates.ca](mailto:margaret.murphy@hrassociates.ca).

Supply Ontario is an inclusive employer which respects equity, inclusion, diversity and anti-racism. Accommodation, if required, will be provided throughout the hiring process in accordance with the *Ontario Human Rights Code*.