



Title: Director, Sourcing and Procurement

Reporting To: EVP, Global Infrastructure Development

Location: New York, NY

Director, Sourcing and Procurement

Beers Enterprises, LLC (“*The Switch*”) founded in 1991, is the largest privately held video solutions service provider in North America. *The Switch* is recognized as the industry leading pioneer of video solution services through our innovative fiber optic network and currently provides advanced video switching and local fiber circuit services, scalable Ethernet, and *Home Runs* remote production via its *Five Nines Service* across the United States, United Kingdom, and Canada. *The Switch* was recently awarded a U.S. system patent for customer-controlled video data content delivery, the 2013 New Bay Media Product Innovation Award for Switch-IT, and the 2012 Broadcast Engineering Excellence Award for Network Automation. The Switch has experienced explosive growth and offers a fast paced and dynamic work environment with a focus on exceeding both individual and team expectations. Our customers demand “Unparalleled Quality” and *FiveNines* reliability from our network and it is our corporate responsibility to satisfy their expectations by continuing our expansion in services and network reach, while remaining cost effective.

Learn more about us at: www.theswitch.tv.

The Switch is seeking a Director, Sourcing and Procurement who will be responsible for the corporate management related to product and network facilities purchase and leasing. The Director, Sourcing and Procurement will work collaboratively with current network carriers and vendors, nurture new vendor relationships and has strong possibilities of expanding into wider future responsibilities. This position reports to the EVP, Global Infrastructure Development. The mission of the Procurement team is to provide all procurement services to its internal business partners for the achievement of The Switch’s goals and targets. As such, the Procurement team manages suppliers and leads the sourcing, negotiation, procurement of resources, products, software, services and solutions, as well as the related processes on behalf of The Switch and its affiliates.

Principal Responsibilities:

- Accountable for managing families of purchased items (fiber, services, non-production goods, equipment for specific customer projects), and achieving the budget and key performance indicators for the portfolio under his/her responsibility.
- Responsible for the sourcing strategy and negotiation for selected commodities organized by carrier and product family.
- Lead complex contract negotiations with suppliers.
- Establishes and achieves targets for own area of responsibility as well as being accountable for the cost reduction program.
- Translates corporate, procurement and business partner’s strategies and objectives into strategies (when applicable) with suppliers and initiatives.

- Supervises and leads negotiations.
- Supports procurement organization in implementing and executing the negotiations in their respective scope.
- Leads the relationships with internal business partners and key suppliers at a senior level.
- Proactively provides updates to internal business partners on procurement strategy, supplier strategy, technology and market trends.
- Validates the decisions for the selection and use of suppliers (identifications of preferred, key and strategic suppliers).
- Contributes actively to build and follow-up of all key performance indicators reported by procurement organization.
- Propose and contribute actively with process evolution.
- Ensure all quality, delivery, and pricing objectives are being met.
- Ensures objectives are well known within the procurement organization, at all levels.
- Effectively work with cross-functional teams to ensure business and technical requirements are captured, and facilitate cross-functional evaluation of new suppliers.

Main Procurement Commodities:

- Carrier terrestrial-based products and services, carrier satellite-based products and services, venue access and services, colocation and facility space, sites management & local connection services, VPN & CDN Managed Services, telecom sourcing, end use and OEM software, end use professional & maintenance services sourcing, end use R&D services and outsources function, equipment for specific customer projects and network expansion initiatives

Required Skills:

- Bachelor's Degree required.
- 5+ years telecom background, with experience in terrestrial fiber leasing.
- 10+ years contract negotiations of business terms.
- Outstanding attention to detail and ability to work quickly and efficiently in a fast paced and challenging environment.
- Strong problem-solving skills.
- Self-motivated with excellent verbal and written communication skills.
- Excellent organizational and critical thinking skills as well as interpersonal skills required to work with a team environment.

Schedule and Compensation:

- Full Time
- Comprehensive Benefits Package
- Salary based on experience

Please send resumes via email to hr@theswitch.tv. No phone calls, please.