



## Category Manager - Sustainable Waste Management London £-Attractive

I am working with an International blue-chip company and world leader in Integrated Facility Services. They now have the requirement for a Category Manager - (Waste Management) that will play a critical role in the delivery of waste services across the business. Working in the UK Supply Chain and Procurement Team the role will require close teamwork with a Supply Chain Manager and Supply Chain Controller. Working with colleagues in Operational Performance, Key Account Networks and Operations to ensure suppliers deliver contractual and service obligations. The role holds a number of business relationships with our strategic and critical suppliers ensuring they operate within the business controlled environment and comply with our policies and procedures. You will have responsibility for lifecycle management, developing and implementing cost, value and service improvement plans for suppliers combined with delivery of innovation into the business. You will be accountable for supplier management, supplier performance management and supplier sustainability improvements ensuring relevant stakeholders are involved and supported where required. As well as waste related activity, from time to time you may be asked to become involved in broader Waste Services and/or Supply Chain & Procurement team wide opportunities and activities. Some of your responsibilities will include but not be limited to; Management of a defined list of suppliers, waste categories and their associated spend; Monthly/quarterly review meetings; Development and maintenance of collaborative relationships with marketing leading waste service supply chain partners; To lead or participate in such cross-business projects and assignments as may be required; Provision of support to Operational Performance team in the management and delivery of their contractual relationships with clients; Delivery of agreed Commercial KPIs; Formulate and execute category strategies through collaboration with business to identify to deliver best fit suppliers in each sub category and develop supplier partnerships to improve commercial performance whilst maintaining compliance and mitigating risk; Tendering of category spend and regular benchmarking of rates & service using online platform; Management of Annual price reviews - accountability for the end-to-end process of negotiation through to in system sign off; Negotiating rates for prices for both national/regional standard pricing and any complex/high value additional business; Provide regular price updates to wider team on relevant Market Trends and news impacting supply chain; Accountable for the supply chain aspects of mobilisation and projects; To provide reporting to the business on performance both of the Supply Chain team and the partners drives service improvement or demonstrates compliance to governance, including publishing (Using both SAP Data and supplier data); Accountable for the delivery of supplier performance recovery programmes (including wasted journey & missed services); Governance to ensure that all suppliers are follow UK Procurement and Waste processes before being approved; To ensure compliance with statutory and corporate requirements; Business Continuity Planning and action management e.g. Medical Waste. In order to be considered you will have; Extensive experience of supply chain management, preferably in the waste industry or similar; Strong negotiating skills with a proven track record of successful supplier negotiations; Ability to build strong relationships and influence decisions; High levels of resilience and flexibility; Good interpersonal skills and the ability to work as part of a team; Commercially astute with ability to demonstrate strong commercial awareness; Numerate with a working knowledge of IT and experience of identifying improvements through the analysis and use of data; Comprehensive in-depth knowledge and practical experience of waste management; Experience within the FM or outsourcing environment.

**For full details, please email a copy of your CV to  
[Rebecca@candovergreen.com](mailto:Rebecca@candovergreen.com) quoting job ref: RB2526**

