



Position Title: VP of Vendor Management and Procurement
Reporting To: COO
Location: Rochester, NY

About Waste Harmonics

Waste Harmonics Holdings, LLC ("Waste Harmonics"), headquartered in Victor, NY (outside Rochester NY), is a leading broker of comprehensive waste management services for companies with operations that span a wide geographic territory. As a single point of contact, single point of service, Waste Harmonics maintains a strong reputation as a leading low-cost, customer-centric service provider which has resulted in strong financial growth since its inception in 2001. Please visit www.wasteharmonics.com to learn more.

Waste Harmonics is seeking a VP of Vendor Management and Procurement to help lead and manage the growth of this organization both organically and through acquisitions.

Position Description

Reporting to the COO, the role of VP of Vendor Management and Procurement based in Rochester, New York is an exciting opportunity for someone to partner with the executive, sales and operations functions to develop and implement the executive strategy in relation to procurement and planning.

In this role you will be responsible for but not limited to:

- Responsible for the successful negotiation of all vendor agreements across the portfolio, including those with national service providers
- Build strong vendor relationships through attendance at vendor events, taking an active interest in the latest trends in the market and facilitating regular vendor meetings
- Drive down the cost of procurement through effective vendor and performance management
- Work with key business stakeholders to identify business needs and action after review of industry trends and conditions
- Create plans to address and overcome competitive gaps
- Ensure through effective vendor engagement the best ROI for the business

- Evaluate and minimize the risk associated with the use of third party vendors through effective Service Level Agreement (SLA) performance reviews and action plans
- Work closely with key areas of the business including sales and operations to ensure continued business profit growth
- Implement and maintained vendor scorecard program to measure nationwide performance of vendors with an emphasis on Timely Service, Quality, Support and Compliance

The Successful Candidate

The successful candidate for this exciting role will need to be able to demonstrate:

- 10 years plus experience in carrier relations, procurement and vendor management
- Deep knowledge of the waste management industry including service providers, disposal facilities, and equipment manufacturers
- Ability to demonstrate building lasting relationships with vendors and business unit stakeholders
- Budgetary and strategic planning experience
- Track record of setting and effectively managing vendors to SLA's
- Strong experience effectively communicating to business and third party leads
- Strong self-motivation and also ability to work as part of a team
- Bachelor's degree in business administration, management, or accounting