

# TAKE ON THE CHALLENGE JOIN OUR TEAM

 Location: Calgary

 Position: Sourcing Specialist

 Job Type: Full-Time

## ABOUT ETCH

ETCH Sourcing is a fast-growing boutique consulting company specializing in Strategic Sourcing and Category Management. We identify cost optimization opportunities, build and execute Request for Proposals (RFPs), negotiate contracts, and develop policies and procedures across a variety of industries within Canada. At ETCH, we implement strategies to make organizations more efficient, sustainable and cost-effective. We believe in creating an innovative and inclusive work environment that focuses on people, passion, and performance, which drives the way we work alongside our clients and train the next generation of sourcing talent. Our vision is to drive change and growth throughout the industry and to create lasting value.

## OVERVIEW

We are looking for a Sourcing Specialist to join our team in Calgary! As a Sourcing Specialist, you will be responsible for delivering Sourcing projects while continuously driving value for our clients and going above and beyond their expectations. You will also play a key role with our clients by promoting the value of Strategic Sourcing and Category Management, building lasting relationships with your network, and highlighting the value of an efficient Supply Chain. If you are passionate about customer success and have a desire to expand your skillset you will fit right in!

## RESPONSIBILITIES

- Deliver on Sourcing projects, which includes:
  - Building Category Strategies, Sourcing Strategies, and Negotiation Strategies
  - Building and Executing Request for Proposals
  - Negotiate Contracts
- Build and expand ETCH's client base
  - Find new leads and clients
  - Expand our market presence: attend networking events, pitch to prospective clients
- Thrive in a team environment, being a part of both the ETCH team and embed in clients' teams
- Build strong, lasting relationships with Clients and Suppliers

## QUALIFICATIONS

- Bachelor's degree (preference for Business)
- MBA is beneficial
- 1-5 years of Strategic Sourcing or Sales experience
- Creative problem solver
- Ability to navigate through uncertainty
- Excellent written and oral communication skills
- Strong interpersonal skills
- Strong desire to learn, create value and have fun!

## EXCITED YET? HERE'S MORE ABOUT US!

We hire ambitious professionals who thrive on their entrepreneurial spirit. As ETCH employees, we are passionate about delivering effective solutions and lasting value for our clients. We enjoy coming to work every day because we believe in our product and love our culture. We are committed to developing strong sourcing and will provide comprehensive training surrounding business acumen, technical skills, and professional development. If you feel like you fit the description, email us your resume and cover letter and we will put you to the test!