

# United Arab Emirates Jobs Expertini®

## Director Strategy & Tactical Sourcing (SCM)

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Company: HALCON

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### About HALCON

HALCON is a regional and international leader that offers next-generation Weapons Systems and Robotics Expertise to meet the challenges of a rapidly changing world. HALCON has developed in-house expertise across the entire value chain for gravity-release bomb guidance systems. This includes design, development, testing, manufacturing and assembly. Our end-to-end capabilities ensure exceptional quality and competitive pricing. As well, we are faster and more flexible in meeting customer requirements.

### Key Accountabilities:

Strategic Sourcing Leadership:

Develop and implement strategic sourcing strategies aligned with the organizational goals and SCM objectives.

Lead cross-functional teams in comprehensive market research and analysis to identify potential suppliers, cost-saving opportunities, and emerging trends.

Oversee the sourcing process from supplier identification to contract negotiation and supplier onboarding.

Negotiation and Contract Management:

Lead negotiations for major contracts and agreements, ensuring favorable terms and conditions for the organization.

Collaborate closely with legal and procurement teams to develop robust contracts that mitigate risks and protect the organization's interests.

Implement contract management best practices to ensure compliance and achieve cost savings.

**Cross-functional Collaboration:**

Collaborate with internal stakeholders, including engineering, quality, and operations teams, to integrate sourcing strategies into product development processes.

Work closely with suppliers to drive innovation, improve quality, and optimize lead times.

Ensure seamless communication and coordination between internal teams and suppliers.

**Risk Management:**

Identify and assess potential risks within the supply chain and sourcing processes.

Develop and implement risk mitigation strategies to ensure a resilient supply chain.

Stay informed about geopolitical, economic, and industry trends that may impact sourcing strategies.

**Continuous Improvement:**

Drive continuous improvement initiatives within the sourcing function, optimizing processes and reducing costs.

Implement key performance indicators (KPIs) to measure and track the effectiveness of sourcing strategies.

### **Experience & Education Qualifications:**

Minimum of 12 years of experience in strategic sourcing, procurement, or related roles,

preferably within the defense or aerospace industry.

Demonstrated success in negotiating complex contracts and managing supplier relationships.

Strong analytical skills with the ability to identify and capitalize on market trends.

Excellent interpersonal, communication, and leadership skills.

Bachelor's degree in Supply Chain Management, Business Administration, or a related field; Master's degree preferred.

Strategic thinker with a forward-looking approach to sourcing.

Collaborative leader with the ability to build strong relationships internally and externally.

Proactive problem solver with a results-oriented mindset.

Ability to thrive in a dynamic and fast-paced environment.

#HALCON

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