



Manager of Strategic Sourcing-Chemicals

Dover Chemical Corporation, (DCC) is a leading producer of specialty chemicals including alkylphenols, chlorinated paraffins, polymer additives, liquid and solid antioxidants (including organophosphites), and flame retardants, additives for water-based and oil-based metalworking fluids and drilling fluid additives. We provide chemical specialty products, specifically chemical additives, to our customers around the world who make products that are useful in everyday life. Our products help to improve a wide variety of materials, including fuels, metal-working materials, and polymers for use in industrial and household applications.

DCC is a subsidiary of **ICC Industries Inc.**, headquartered in New York City, a leader for over 50 years in the international and domestic trading, manufacture, and marketing of chemicals, plastics, and pharmaceuticals. Dover Chemical is proud to have earned ISO 9001:2015 certification. We join other members and partners of the American Chemistry Council in our dedication to the principles of Responsible Care®, including product stewardship, community awareness, emergency response, pollution prevention, process safety, distribution, and employee health & safety.

SUMMARY:

This position requires the individual to possess several different managerial skills for each accountability to be successful in the role. The skill sets include but are not limited to business/industry acumen, negotiation skills, knowledge of commodity and specialty chemicals including the feedstock and chemical process to manufacture, knowledge of the various markets for the raw materials purchased, and the level of the buyer (i.e. small, medium or large) for Dover Chemical's annual demand, building strong business suppliers partnerships and relationships to be competitive in our markets and evaluate the security of supply based on contracts and manufacturing supply points from strategic raw material suppliers. Internal contacts include the Executive, Senior Management, Sales Representatives, Production, Supply Chain (Production Planning and Shipping/Logistics), EH&S, Finance Engineering, and R&D.

External contacts include: Direct and Indirect Suppliers

EDUCATION AND EXPERIENCE: (Required):

- Bachelor's Degree in Chemistry or related science. MS post-undergraduate degree a plus.
- 10-15 years of experience relevant to procurement in the chemical, petrochemical, refining, gas, or pharmaceutical industries.
- Lead Procurement through the strategic sourcing roadmaps in coordinating projects, bids, negotiations, and execution of agreements on chemicals, packaging, equipment, and services.

- Manage supplier contract negotiations to ensure cost competitiveness and risk mitigation.
- Lead, develop, train, and mentor the Procurement Team. Demonstrate a culture of open communication, Empowerment, recognition, and workplace safety.
- Manage supplier contract negotiations to ensure cost competitiveness and risk mitigation.
- Partner with internal customers (business, supply chain, quality, EH&S, and production) to strive for world-class performance to meet customer requirements.
- Procurement liaison to all internal business units on strategic market communication updates for raw Materials.
- Establish, measure, and report procurement key performance measurements to include cost savings, supplier performance, and evaluations.
- Lead representative for Procurement Department during audits (ISO, EH&S, new Toll manufacturers).
- Successful track record of managing critical and challenging business relationships.
- Good knowledge and experience in budgeting, cost analysis, managing budgets, and business planning as well as good negotiating skills
- Strong analytical, problem-solving, and interpersonal skills required.
- Experience with ERP System a plus.
- Strong business acumen and a demonstrated ability to develop and maintain professional and personal relationships with key internal and external partners and customers.
- Strong leadership and collaboration skills at all levels of the organization.
- Must have a good understanding of chemical processing and value chain.
- Ability to influence and develop high-level relationships (both internal and external).
- Demonstrated ability to work cohesively in a team/matrix environment.
- Demonstrated ability to challenge the status quo and improve existing processes/programs.

- Ability to understand, analyze, and assimilate complex issues, draw correct conclusions, and formulate clear strategy and policies.
- Excellent communication skills (both written and oral) and organizational skills.
- Domestic and international travel periodically required

STRATEGIC SOURCING OVERVIEW

■ Site Responsibilities: 2 (Dover and Hammond)

■ Raw Materials Purchased Annually (Approx.)

■ Direct Reports: 1

● Dover, OH – Over 150,000,000 pounds

● Hammond, IN – Over 29,000,000 pounds

■ Raw Materials:

● Dover, OH – Phenol, Olefins, Phosphorous Dichloride, Oxo Alcohols, Fatty Alcohols, Glycols, BPA, Chlorine, Alpha Olefins, n-Paraffin's, Waxes,

● Hammond, IN – Sulfur, Fats & Greases, Vegetable Methyl Esters, TOFA, Alkanolamines, Polyisobutylenes, Maleic Anhydrides.

COMPETITIVE BENEFITS INCLUDE:

Medical, prescription, dental, vision, company-paid life insurance, bonus potential, matching 401 (k), vacation, and 11 paid holidays. Salary will be commensurate with education, training, and background experience. Please email your resume to: resumes@doverchem.com Enter in the subject line **Strategic Sourcing Manager_Dover**.

NO VISA SPONSORSHIPS-Principals only; no recruiter calls or emails to the employer.

Qualified candidates will receive consideration for employment without regard to sex, race, color, national origin, citizenship, age, religion, marital status, military service, sexual orientation, genetic information, gender identity, or any other characteristic or trait protected by federal, state, or local law