



Position: Senior Manager, Procurement

Location: Torrington and Danbury, CT

We are currently seeking a highly motivated Senior Manager of Procurement to join our team. Reporting to the Vice President of Supply Chain and Quality, this role is responsible for developing and executing assigned category / supply chain strategies as it pertains to the procurement of critical, complex, and/or high dollar equipment, components, and materials. The selected candidate is responsible for direction and leadership of the procurement team including leading efforts to optimize the supply base, generate cost savings, and support current and new product development initiatives.

Responsibilities:

This position will oversee the employees and the procurement process to ensure the purchase of all necessary goods and services in support of customer requirements and schedules.

- Directs and coordinates the “day to day” and long-term strategic activities of the team to ensure timely procurement of goods and services to meet business demand.
- Drives continuous improvement of supply system operations with effective leadership.
- Professionally represents the organization in supplier relationships, including but not limited to establishing new relationships, strengthening existing relationships, formulating policy, and negotiating contracts.
- Develops and implements procurement systems, policies and procedures that drive supplier development and performance and establish timely supplier evaluation and feedback to ensure continuous improvement throughout the supply chain.
- Develops and manages all Key Performance Indicators related to supply chain performance.
- Ensures supplier competition is balanced and fair, ensuring the best price, delivery and quality while reducing supply chain risk to the organization.
- Identifies and recommends key new suppliers, performs new supplier evaluations and ongoing supplier audits.
- Prepares, reviews and processes requisitions and purchase orders for supplies and equipment.
- Identifies and actively pursues cost reduction opportunities, driving savings in line with overall business expectations, ensuring targets for cost reduction are met.
- Ensures suppliers are aligned with technical and commercial requirements by working closely with Engineering, Quality, Manufacturing, Project Management, and Service Organizations.
- Determines material, component, and equipment cost trends then formulates and coordinates policies and activities to maintain appropriate margins.
- Analyzes market conditions/trends, geopolitical conditions, and delivery systems to determine present and future material availability, and mitigate risks.

- Ensures supplier / product performance issues are resolved including, but not limited to, pricing, invoice discrepancies / reconciliation, product non-conformance, warranty, and delivery.
- Maintains ownership of procurement process from supplier qualification, component acquisition, and administration of contract, through invoice payment and warranty terms.
- Monitors supplier performance (cost, delivery, quality) and implements supplier continuous improvement plans.

Qualifications:

Education:

- Bachelor's Degree in Engineering, Business Administration or Business Management required; Master's Degree preferred.
- Institute for Supply Management Certification (C.P.M., C.P.S.M.) preferred

Experience:

7+ years of experience in progressively more responsible roles that combine direct product procurement with strong leadership of a supply chain organization for a highly engineered, manufactured product.

Special Skills:

- Extensive experience working on a global level managing and developing suppliers, mitigating risk, negotiating for competitiveness, sourcing and re-sourcing.
- Highly skilled in contract negotiations and management. Proven track record of experience negotiating and managing supplier contracts.
- Excellent interpersonal and communication skills to effectively manage both internal and external relationships with cross-functional groups and global suppliers.
- Experience with leading personnel development and significant process improvement efforts through strong Project/Program Management.
- Ability to prepare and deliver high level, professional business presentations to individuals and groups through Senior Leadership.
- Ability to manage multiple projects simultaneously to achieve business objectives and meet aggressive deadlines.
- Experience in translating and communicating organizational objectives to departmental goals and action plans
- Strong technical and commodity knowledge of: raw materials (i.e. ferrous and non-ferrous metals, inorganic salts), various manufacturing processes (i.e. welding, brazing, machining, sheet metal fabrication, steel fabrication, casting, and stamping) and raw material and chemical constituents (e.g. alloy/oxide powders, steel, catalysts, glues, binders, & solvents).

Must have a valid driver's license and maintain a clean driving record during the course of employment. Must have a U.S. Passport or be able to successfully obtain and maintain a U.S. Passport immediately upon hire.

Work Environment / Physical Requirements:

- Be willing and able to travel up to 30% of the year, domestically and internationally.
- Weekly travel between office locations within Southern New England is required.
- This position is primarily sedentary. The ability to move between disconnected buildings to attend meetings is required.
- Must be able to operate a computer keyboard and other office equipment.

How to Apply:

Submit a copy of your resume, along with the voluntary self-identification forms, to **jobs@fce.com**. Please reference the Position (Job Title) in the subject header of your email.

Please note only those authorized to work in the United States will be considered.

No agency submissions, please. Resumes submitted to any FuelCell Energy employee without a current, signed and valid contract in place with the FuelCell Energy Recruiting team for this position will become the property of FuelCell Energy and no agency fees will be paid.

Equal Opportunity Employer - Vet/Disability

We offer a competitive compensation package as well as comprehensive benefits including medical, dental, vision, company-paid life/disability insurance, 401(k) plan, employee stock purchase plan and generous paid leave.

Employment with FCE is subject to pre-employment drug-screen and background investigation.

FuelCell Energy, Inc. is committed to ensuring that its application process provides an equal employment opportunity to all U.S. job seekers, including individuals with disabilities. If you believe you need a reasonable accommodation in order to search for a job opening or to submit an application, please send an email with your resume to **jobs@fce.com** indicating the specifics of the assistance needed.

You may also use **203-205-2070**, a phone line designed **exclusively** to assist disabled job seekers whose disability prevents them from being able to apply online. Only messages left for this purpose will be acknowledged. A response to your request may take up to two business days.