



REGIONAL DIRECTOR, CALIFORNIA

Background

Government Sourcing Solutions (GSS) is seeking to hire a highly qualified current or former public sector procurement professional to manage its statewide operations in California.

GSS is a consulting firm focused on helping procurement directors accomplish their missions through a process we developed called Cooperative Sourcing. Since its founding in 2005, GSS has helped procurement directors in twenty-eight states and more than a dozen large cities and counties to implement Cooperative Sourcing, resulting in millions of dollars of savings. The entire GSS team is former state and local government chief procurement officers with more than 125 years of collective public sector experience.

We led the procurement organizations for the States of Pennsylvania, Illinois, Indiana, Arkansas, Nevada, Maine and the University of Arkansas.

Desired Qualifications

- Minimum five years' experience managing a large public procurement organization, with a record of integrity and accomplishment. Professional certification is highly desirable.
- Strong relationships with procurement officials and hyper connected within the region. Active involvement and leadership in regional organizations like NIGP and CAPPO is highly desirable.
- Ability to present to diverse audiences as a panelist and subject matter expert related to procurement.
- Proficiency with applications like Microsoft PowerPoint, Excel, Word, Outlook and ability to learn web-based applications like Salesforce.com.
- Broad knowledge and understanding of the public procurement environment. Familiarity with current practices, tendencies and emerging trends across the sector.
- Outstanding communications/presentation skills, both verbal and written.
- Highly organized and skilled in managing dozens of concurrent initiatives.
- Minimum of a bachelor's degree from an accredited four-year educational institution.

Job Description, Role, and Responsibilities



The California Regional Director, working in close coordination with the President and Chief Revenue Officer will be responsible for developing and implementing a plan to increase usage of GSS' Cooperative Sourcing approach by governmental and educational organizations throughout California. Being hyper-connected with the California market, the Regional Director will be responsible for building a portfolio of regional business partners that will complement existing GSS Cooperative Sourcing category partners and can deliver value for procurement organizations in the region.

Responsibilities include, but are not limited to:

- Regular regional travel (roughly 6-8 days per month) to meet with public procurement directors, with occasional national travel to GSS-wide team meetings or conferences.
- Building regional business partner portfolio of applicable solutions.
- Helping solve problems for procurement professionals in the region through implementing cooperative sourcing contracts.
- Building and maintaining strong working relationships with public procurement directors and regional and national business partners.
- Working with individual procurement directors to develop a business case in support of Cooperative Sourcing.
- Maintaining a knowledge and awareness of trends in public procurement.
- Attending relevant trade association conferences, including regional CAPPO events.
- Providing insight and education into public procurement practices to our business partners, both national and region specific.
- Maintaining updated records within our CRM system, Salesforce.com.

Terms

- Located within California; there will be no need for relocation for this position.
- Compensation will include salary and performance-based compensation.
- All legitimate and approved expenses will be paid for or reimbursed by GSS.
- Comprehensive health, dental and vision insurance.
- Flexible work environment.

Interested candidates should send a cover letter and recent resume to careers@govsourcing.com.