



## **International Logistics and Procurement Manager** **Location: New York, New York** **August 2019**

Are you ready to use your logistics and procurement acumen to restore vision for millions of people in frontier and emerging markets? Would you like to work for an organization that combines the best of business and social impact practices?

VisionSpring, an international social enterprise, seeks an international logistics and procurement manager. The manager will coordinate the shipment of 50-100 annual consignments of eyeglasses and optical accessories from vendors in Asia to partners throughout the global south. S/he will develop and manage a network of international suppliers for all product lines, procuring high-quality products at competitive prices; ensuring short lead times; managing relationships, inventory, local shipment, etc. with third-party logistics providers; and working through shipping/procurement challenges as they arise. The manager is a member of the global partnerships team, reporting to the vice president of global sales and institutional partnerships, and is based in New York City.

### **ABOUT YOU**

- You are a logistics and procurement superhero. You excel at juggling numerous shipments to diverse destinations simultaneously.
- You are willing to aggressively push our suppliers and in-country partners to work quickly to deliver as expected and resolve problems when they do not, all while maintaining positive, strong relationships.
- You are analytical. You can break down bids to understand which vendor costs are driving ours and where there is room to negotiate. You know that shipping costs can enhance or destroy margin. Knowing that margin will fund clear vision for many more people, you will negotiate hard to land a favorable deal. Similarly, you can scrutinize billing statements from third-party logistics providers to ascertain their accuracy, and you can rectify errors as necessary.
- Although you can work independently and serve as the in-house expert for all things logistics, you are not a solo performer. You enjoy relationships with many stakeholders in a dynamic environment, maintaining close ties with colleagues and external partners. You connect with people across the organization to gain insights into every operations function, from manufacturing to last-mile delivery, from sales to finance.
- You thoroughly understand sourcing and find fun in designing and implementing best-in-class, environment-friendly procurement processes.



## ABOUT US

- We are creating access to affordable eyewear, everywhere. Clear vision creates opportunities for increased learning, work, safety, civic participation, and quality of life.
- As a social enterprise, social change motivates us first. Our focus on sales and revenue targets serves and advances our mission objective—to increase functioning, productivity, and income earning potential for our low-income consumers by correcting refractive error with eyeglasses.
- We are working to transform the systemic dysfunction of an optical market that has failed to deliver eyeglasses—a 700-year-old technology—to 2.5 billion consumers in need of vision correction, most of whom live on less than \$4 a day.
- We serve low-income consumers, not as beneficiaries but as customers. Our customers expect a high-quality and affordable product, and they will spend limited discretionary income for the immediate and tangible benefits of vision correction.
- By selling eyeglasses, we awaken new demand and seed a viable market. By selling new eyeglasses we are able to serve four times as many people per dollar input than the alternative of donating recycled ones. To efficiently scale, we must deliver each new unit with lower cost.
- We run our business on both sales metrics and social impact measures. We exploit a range of organizational forms and practices to get the job done.
- We believe in scaling our impact, not our organization. We are a lean team of doers.

## WHAT YOU'LL DO

### Procurement & Forecasting

- Accurately forecast demand by reviewing historical sales trends, researching demand drivers, and maintaining correct forecasting model to generate the most efficient procurement patterns.
- Place purchase orders in line with forecast results to replenish local stock and manage procurement to prevent stock-outs and maintain product range. Ensure we are receiving competitive pricing and short lead times, procuring best-quality-for-price-point products.
- Develop comprehensive knowledge about available suppliers and seek out potential new suppliers. Create mutually beneficial long-term relationships with preferred suppliers who meet our standards in regard to labor and environmental practices.

### International Logistics/Shipping

- Liaise with freight forwarders to manage bookings, ensuring timely transfers from manufacturers' warehouses to final destinations, as appropriate. Negotiate competitive air and sea shipping rates. Monitor international trends that affect shipping prices and storage rates.
- Maintain an internally accessible system that provides up-to-date statuses for all current and future shipments. Disseminate logistics information and updates to management and sales teams.



### Compliance

- Ensure that documentation is accurate and compliant with China export regulations to support ease of import at destination. Foresee country-specific logistics needs with special attention to documentation.
- Monitor changes in importation protocol/laws in target countries to maintain compliance.

### Third-party Logistics Provider (3PL) Management

- Review quarterly invoices and remittance reports to ensure that billing is in line with the contract terms.
- Lead research and manage evaluation process for new 3PLs. Conduct due diligence and deliver information and comparative reports for internal discussion to select new providers.
- Gather, analyze, and reconcile inventory levels from all 3PLs on a monthly basis. Resolve problems associated with discrepancies or inaccurate dispatching of orders to partners.

### Process Management & Streamlining

- Analyze business requirements and identify/implement solutions that measurably serve to maximize our resources (people, money, time) and improve our customers' experiences.
- Utilize expertise in improvement methodologies to appropriately identify the correct design and approach for supply chain initiatives.

### Supply Chain Finance

- Perform systems inventory control by reconciling inventory reports from third-party warehouses with SAP, coordinating monthly physical inventory counts, and preparing count sheets to comply with working capital reconciliation.
- Participate actively in quarterly business reviews with the finance and sales teams to ensure contracted savings delivery and expense management.

## WHAT'S REQUIRED

- Bachelor's degree required, preferably in supply chain management, business, or another relevant field.
- Minimum seven (7) years of professional experience managing supply chain logistics and procurement for organizations with international operations.
- Experience with: supporting international sales operations; warehousing operations, import/export requirements, supply chain processes and customs procedures; and third-party logistics providers.
- Technology savvy, including excellent Excel skills and prior use of client-side inventory management/accounting tools such as SAP, QuickBooks, etc.
- Must be highly organized and detail oriented, with great problem-solving skills.
- Excellent communication (verbal and written) in English. Knowledge of Chinese/Mandarin is a plus.
- Must meet the highest standards of ethics and personal integrity.
- Willingness to travel internationally, as needed. Expected travel will not exceed 10% of time.



- Must be legally authorized to work in the United States.
- Preference will be given to candidates with: (1) experience in FMCG, optical/medical/healthcare products; (2) experience drafting procurement requests and developing procedures in compliance with corporate guidelines; (3) knowledge of Salesforce; (4) expertise and experience in demand and supply modeling; and/or (5) experience exporting from China and delivering to Africa, South and Southeast Asia.

## COMPENSATION

- Salary range is \$70,000 - \$80,000 per year, based on experience and education.
- We offer comprehensive benefits, including medical, dental, and vision, as well as 401(k) with match, pre-tax commuter plan, and generous vacation/personal time.

## TO APPLY

- We want to know more than just what you have done. We want to know who you are. What are the passions and talents that draw you to this role?
- Please submit your application, including a thoughtful cover letter and your CV/résumé, to: [talent@visionspring.org](mailto:talent@visionspring.org). Please assure there is a short description of the business of each company or organization listed on your CV/résumé. Include your last name and "ILP Manager" in the subject line.
- Please note, only candidates to be interviewed will be contacted.
- VisionSpring is an Equal Opportunity Employer. People from historically marginalized populations are encouraged to apply.