



CAREER PROFILE

Strategic Sourcing Specialist

CHS is the largest farmer-owned cooperative in the United States and one of the biggest names in **agronomy**, energy, and grain processing. The process of finding and purchasing equipment, managing supplies and costs, and negotiating for materials and products can seem almost impossible. The goal of a **strategic sourcing specialist** is to reduce costs and delivery time and to improve the **supply chain** or purchasing operations of a company or business.

WHAT IS A STRATEGIC SOURCING SPECIALIST? ¹

A **strategic sourcing specialist** makes sure the company is getting a product that they want at a price that is reasonable. They leverage the key suppliers in their industry to get the best materials and equipment. Their duties include working with suppliers and vendors to negotiate contracts, and improving processes related to receiving parts and inventory. They often work with upper-level management to ensure the supply chains align with the company's needs.

They do periodic business reviews with key suppliers to ensure the business' needs are met, and that there is a clear expectation on both sides.

These professionals can also be purchasing managers, so they deal with the request, the purchase order, and the invoice.

Supply Chain: A network between a company, its suppliers, and its end users.

AM I...

- Flexible?
- Effective at communicating?
- Responsible?
- Interested in negotiations?

DO I...

- Respond well to working with different types of people?
- Enjoy negotiating?
- Pay attention to details?
- Enjoy product or pricing research?

IS STRATEGIC SOURCING SPECIALIST A GOOD CAREER FOR ME?

Strategic sourcing specialists are:

- attentive to details.
- analytical.
- excellent communicators.
- confident.
- strong in their knowledge of negotiations.

HOW DO I BECOME A STRATEGIC SOURCING SPECIALIST? ²

You may need to:

- take classes in agriculture, business, economics, or data analytics.
- develop your communication skills.
- build your knowledge of supply chains and enterprise resource planning (ERP).

CAREER OUTLOOK ³

The average **strategic sourcing specialist** salary in the United States is \$103,966 as of June 27th, 2024, but the salary range typically falls between \$91,565 and \$117,071.

***Note:** Listed salary range reflects national averages and should only be used as a reference. Compensation can vary due to a variety of factors ranging from location, industry, cost of living, years of experience, and more. You should expect to discuss salary on a job-by-job basis.

¹ <https://www.bls.gov/ooh/business-and-financial/purchasing-managers-buyers-and-purchasing-agents.htm#tab-4>

² <https://www.ziprecruiter.com/career/Strategic-Sourcing-Specialist/What-Is-How-to-Become>

³ <https://www.salary.com/research/salary/listing/strategic-sourcing-specialist-salary>