



9049 Tyler Blvd.
Mentor, Ohio 44060
Ph. (440) 974-8888
www.buyersproducts.com

Commodity Manager

Buyers Products company, a leading manufacturer in the work truck industry, is searching for a Commodity Manager to complement the skills and talents of our Purchasing/Planning Department. This role is responsible for developing and executing sourcing strategies for assigned commodities to ensure a reliable, cost-effective, and high-quality supply base that supports Buyers Products Company's business objectives. This role manages supplier relationships, conducts market analysis, negotiates contracts, identifies cost-saving opportunities, and collaborates with Engineering, Operations, Quality, Product Management, Finance, Compliance and Logistics teams to drive continuous improvement across the supply chain.

The ideal candidate combines strong commercial acumen, strategic sourcing expertise, technical understanding of manufactured components, and effective supplier relationship management skills to support company growth, operational excellence, and profitability.

Essential Duties and Responsibilities

Strategic Sourcing

- Develop and execute commodity strategies aligned with company objectives.
- Identify, evaluate, and qualify new domestic and international suppliers.
- Conduct supplier capability assessments and manufacturing audits.
- Lead RFQ, RFP, and supplier selection processes.
- Develop sourcing roadmaps that improve cost, quality, delivery, and supply chain resiliency.
- Support new product development initiatives through supplier involvement and sourcing recommendations.

Supplier Management

- Establish and maintain strategic relationships with key suppliers.
- Conduct quarterly business reviews and supplier performance evaluations.
- Monitor supplier KPIs including quality, delivery performance, cost competitiveness, and responsiveness.
- Drive supplier corrective actions and continuous improvement initiatives.
- Lead supplier business continuity and risk mitigation efforts.

Cost Management and Negotiation

- Lead pricing negotiations, long-term agreements, and contract management activities.
- Identify and execute cost reduction projects through value engineering, supplier consolidation, resourcing, process improvements, and should-cost analysis.
- Monitor commodity market trends, indexes, tariffs, freight costs, and raw material fluctuations.
- Develop annual cost savings plans and track achievement against targets.

Supply Chain Risk Management

- Analyze geopolitical, economic, and supply chain risks affecting assigned commodities.
- Develop dual-source and contingency sourcing strategies where appropriate.
- Support inventory optimization and supply continuity initiatives.
- Monitor capacity constraints and proactively address supply challenges.



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Cross-Functional Collaboration

- Partner with Engineering to review product specifications and identify cost-reduction opportunities.
- Work closely with Quality and Operations teams on supplier quality concerns and production issues.
- Collaborate with Product Management on new product launches and sourcing strategies.

Data Analysis and Reporting

- Analyze spend data and identify strategic sourcing opportunities.
- Maintain commodity dashboards and supplier scorecards.
- Prepare reports on cost savings, supplier performance, and market conditions.
- Develop recommendations for sourcing and supply chain improvement initiatives.

Skills/ Experience:

- 5-10 years of experience in strategic sourcing, procurement, commodity management, or supply chain management.
- Experience sourcing manufactured products, metal components, hydraulic & pneumatic products, electrical components, lightings, castings, forgings, rubber components and fabricated products or industrial goods preferred.
- Experience working with global suppliers, particularly in Asia, India, Mexico, or Europe preferred.
- Proven track record of delivering measurable cost savings and supplier performance improvements.
- Strong negotiation and contract management skills.
- Knowledge of manufacturing processes including metal fabrication, machining, casting, forging, stamping, plastics, and electrical assemblies.
- Understanding of global supply chain dynamics, tariffs, trade compliance, and logistics.
- Strong analytical and financial acumen.
- Experience with ERP and procurement systems.
- Advanced Microsoft Excel and data analysis skills.
- Ability to interpret technical drawings, specifications, and manufacturing requirements.
- Excellent communication, presentation, and relationship-building skills.
- Strong project management and organizational capabilities.

Education Background:

- Bachelor's degree in Supply Chain Management, Business, Engineering, Operations Management, or related field required.

Physical Requirements and Work Environment:

- Ability to work in both office and production environments
- Ability to remain stationary for extended periods
- Mobility to access workstations, file storage, and production areas



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Key Performance Indicators (KPIs)

The Commodity Manager's performance may be evaluated based on:

- Annual cost savings achievement
- Supplier quality performance (PPM, corrective actions)
- On-time delivery performance
- Supplier lead-time reduction
- New supplier development and qualification
- Supply continuity and risk mitigation effectiveness
- Contract coverage and compliance

Competencies

- Strategic Thinking
- Financial Acumen
- Negotiation Excellence
- Supplier Development
- Problem Solving
- Data-Driven Decision Making
- Cross-Functional Leadership
- Continuous Improvement
- Customer Focus
- Accountability and Ownership

Travel Requirements

- Domestic and international travel up to 30%, including supplier visits, audits, business reviews, and industry events.

Buyers Products Company Values

The Commodity Manager is expected to demonstrate integrity, accountability, teamwork, innovation, customer focus, and a commitment to continuous improvement while supporting Buyers Products Company's growth and operational excellence.

About Buyers Products Company

Established in 1946, Buyers Products Company has grown to become a leading manufacturer in the work truck industry. Buyers Products specializes in durable truck boxes, heavy duty towing equipment, hydraulics, controls, and all-season trailer accessories. The Buyers line of snow and ice equipment includes SnowDogg® snowplows, SaltDogg® spreaders, and ScoopDogg snow pushers. For more information, or to apply to this position, please visit www.buyersproducts.com.