

Art of People – Vendor Management Consultant



Vendor Management Consultant

Leadout is looking for an inquisitive and analytical **Vendor Management Consultant** who thrives in a consultative start-up environment. The ideal candidate gets energy from diving into the customer's IT environment and advising them on their IT asset and contract lifecycle: from vendor selection and onboarding to data governance and reporting for effective IT decision making.

About Leadout

Leadout guides organizations through the spectrum of complexities within IT asset (ITAM) and sourcing, procurement, vendor management (SPVM). They create clarity and transparency throughout the organizational ecosystem to establish the best decision-making position, to support and enhance daily business practices. There is no one way to tackle these complex problems, or there is... the Leadout way!

What you will do

You are accountable for the relationship between the customers and a number of key technology suppliers. Specialism can span across the entire IT category: Infrastructure/Networks, Systems Integration and services, projects and software.

This accountability includes:

- overall quality of the partnership with suppliers
- focusing on a positive , value generating collaboration
- maintaining regular governance and reporting routines
- negotiating and drafting contract change notes and other documentation with the supplier (partnership with other customer stakeholders like procurement and legal)
- leading (with procurement when applicable) formal RFP/RFI market engagements
- maintain oversight of budget associated with vendors and collaborate stakeholders to ensure proper financial management
- representing Vendor Management at key internal and external forums
- management escalations and disputes
- contribute to overall Vendor Management strategy and planning
- provide expert advice and guidance on sourcing strategy

Do you check most of the boxes below?

- experience working in Technology Vendor Management or Technology Procurement
- significant experience of managing technology suppliers (both in the local Belgian market as internationally)

- fluent in written and spoken English, with the ability to accurately draft and review complex documents in English
- strong analytical/data skills
- experience in designing and implementing processes
- experience with translating problems and challenges to CxO & top-level management
- naturally curious and critical mindset
- you are passionate about helping customers

What's in it for you?

- you have the chance to become part of a fast-growing & ambitious start-up
- since you will be joining a boutique consulting firm you will be able to make a difference both internally and at our clients. Having impact matters to us!
- you will work with the world's largest IT service and technology providers and obtain experience in relational risks and benefits
- you will act as an expert in understanding, analyzing and advising commercial and contractual models applicable to IT assets and platforms such as multi-vendor software, hardware and cloud components
- you will sharpen your soft skills such as project management, report writing, and communication and presentation skills
- you will expand your professional network and be coached on stakeholder management and IT asset and contract management
- you will be active throughout different layers of the IT ecosystem of mostly multinational firms

<http://artofpeople.be/>