

## JOB DESCRIPTION

**Love consulting but hate the travel? This may be the role you've been seeking – ISG is a dynamic, growing consultancy led by alumni of the world's largest consulting firms.**

Insight Sourcing Group (ISG) is an Atlanta-based, boutique management consulting firm focused exclusively on strategic sourcing and procurement-related services. The firm works with companies such as Invesco, Aflac, and several private equity firms to develop and execute cost optimization and procurement transformation.

ISG was named an *Atlanta Business Chronicle Best Place to Work 2009*, ranked #227 on the 2008 Inc. 500 list of fastest growing companies, and was featured in *Consulting Magazine* as one of the *Seven Small Jewels in 2009*.

ISG blends the environment and abilities of a large consulting company with the culture, flexibility, and drive of a small entrepreneurial firm. We are innovators in our field, recently launching our new Spend Visibility managed service tool providing our clients with a cutting-edge solution in a rapidly growing niche.

ISG is growing and seeking to enhance our leadership team with someone who fits our entrepreneurial, performance driven culture. We are looking for professionals who have a desire to build a great business and to have a impact in helping our business flourish.

ISG follows a low-travel model, typically traveling only 10-20%. ISG has a highly attractive and proven value proposition, and has experienced significant growth over the past five years. Your career progression can be rapid and is unencumbered by bureaucracy or traditional barriers. The opportunity for professional development is unique and extensive, encompassing the benefits of a growing entrepreneurial company with the quality and results of a global firm.

## THE ROLE

The Senior Manager/Manager will be responsible for leading most aspects of client sourcing and process redesign projects, including project management, client and supplier communications, supplier negotiations, planning, execution, and data analysis.

### **Responsibilities may Include:**

- Direct project planning and Lead client engagements
- Develop creative strategies and recommendations
- Present to client executives
- Build Consensus among Customer Stakeholders
- Develop and Build relationships with clients

- Develop and Launch new products and services
- Assist and Direct ISG Strategy, Intellectual Capital and Deliverables

### Projects may Include:

- Strategic Sourcing
- Process Re-engineering
- Expenditure Analysis
- Make/Buy Decision Analysis
- Procurement & Best Practice Implementation

### Desired Qualifications:

- Strategic Sourcing & Consulting background with a well regarded firm required
- 3-8 years Relevant Experience
- Direct materials sourcing expertise desired
- Strong work ethic and high level of integrity
- Demonstrated project management, management consulting and analytical skills
- Strong MS Office skills
- Ability to interpret complex analytical models and ad-hoc reports
- Effective time management skills across multiple projects and initiatives
- Comfort in an entrepreneurial and performance-driven environment
- Strong communication and presentation skills
- Interest and passion in developing junior team members
- Undergraduate degree from well regarded university required; MBA desired

Please contact Lindsay Mandeville at [lmandeville@insightsourcing.com](mailto:lmandeville@insightsourcing.com) for more information.

