



JOB DESCRIPTION

Job title: Network Manager
Department: Domestic Operations – the Americas
Location: Van Wert, OH
Reports to: Domestic Manager

Skills:

- Knowledge of US/NAFTA Road Freight Operations – FTL & LTL
- Knowledge of US/NAFTA Road freight market rates and trends
- Knowledge of US/Federal & State legislations within industry
- Strong network of asset based suppliers
- Network of contacts within authorised trade and industry bodies
- Tenacity to see things through and overcome issues and problems
- Good communication and presentation skills - both written and verbal
- Ability to deal with people from different cultures and levels of employment
- Previous US/NAFTA road freight procurement exposure
- Organisational skills to manage multiple projects, objectives and deadlines
- Preferable but no essential, network of contacts with authorised trade and industry bodies

Previous experience required:

- Over 5 years experience working in a transport industry with sound operational and budgetary experience
- Ideally experience of operating within a network environment/groupage operations
- Has successfully led negotiations with Road Freight suppliers leading to significant Cost Reductions.

Overall purpose of job:

- Leadership of the US/NAFTA Road Freight operations including the LTL network and associated platforms.
- Be market aware and able to maximise procurement function without losing 'service first' culture and identify new sourcing to be developed for US/NAFTA Road Freight operations
- Ensure that actions necessary to improve new suppliers in regards to maximising Quality, Cost and delivery performance are identified and delivered
- Manage the Road Freight supplier data base in the US, implement and monitor key performance indicators for suppliers to focus and drive performance

Internal/External contacts:

Employees of GKN Freight Services (Finance, BUs, Projects) Suppliers





Supervisory responsibilities:

None

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Limits of Authority:

- As per those detailed in the Company's Limits of Authority Schedule.
- All trips are to be authorised in advance by VP – the Americas.

Main Duties:

As per the generic job description, with the following specific duties:

Commercial and operational:

- Sourcing of new Trade suppliers in Company's road activities.
- Preparation of major road freight tenders and RFQ's for FS.
- Assimilation of tenders/RFQ's and subsequent negotiation of rates with suppliers.
- Co-ordination of service expectations/operational procedures, agreement to finalised terms.
- Raising of subsequent Supplier Contracts and Agreements and necessary filing for Governmental bodies.
- Visits to Supplier sites to discuss services/rates/operational issues/strategic awareness.
- Attendance of Supplier Review Meetings to review and monitor performance.
- Selection of Key Suppliers.
- Development of Supplier relationships to increase added value.
- Financial awareness and strategic direction of potential or existing suppliers.
- Development of 'best practice' procedures within Supplier base.
- Authorisation to all Company Supplier contracts and Agreements.
- Resolution of supplier rates/invoice queries against agreed rates and signed contracts with BU's.
- Resolution of Supplier Terms and Conditions issues.
- Resolution of operational issues where delivery or service has been undermined.
- Managing Supplier Performance Indicators with BI support.
- Recording BU supplier spend and operational activity
- Retention of Supplier Terms and Conditions.

Quality:

- Identifying issues with current operating practice, and suggesting ways to improve operating performance.

Training and Development:

- Actively seek opportunities for internal and external training and development of self.



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Health and Safety:

- Ensure no activity is undertaken which could cause a danger to others.
- Identify potential risks and advice these to your line manager or Health and Safety Representative in order to eliminate the potential danger
- Adheres to and promotes the Company’s practices and policies, contributes to creating a secure, safe and healthy environment

Environmental

- To ensure that company resources (e.g. paper, energy) are conserved and re-cycled where appropriate.
- Where possible, highlight new methods of conserving the company’s resources.

This job description will be subject to review in light of changing circumstances and is not intended to be rigid or inflexible.

This job description provides guidelines within which each employee works.

Other duties within the skills and capabilities of an individual may be assigned from time to time.

Job Holder’s Signature:.....

Date:

