

iPromo is looking for a Global Sourcing Manager who will be responsible for leading the development and implementation of strategies to deliver a competitive advantage related to product sourcing with a focus on driving profit enhancement and enabling differentiated product development.

We are proud to announce iPromo ranked #742 on the 2021 Inc.5000 Fastest Growing Companies list. We do business out of Illinois, Indiana, Minnesota, Ohio, Florida and New York.

We are proud of the culture we have built. We believe in our team members and their growth, knowledge, experiences and the balance it takes to be a rock star at work and at home. We believe in strengthening our communities and giving back.

If you have the experience for this position, we would love to talk to you.

#### Essential Duties/Responsibilities:

- Responsible for developing and implementing the global sourcing strategy for non-industry (ASI) products, domestic & overseas, which includes but not limited to the following products: promotional, custom, and PPE.
- Responsible for supplier relations of the non-industry suppliers, including coordination of contracts, terms, training, meetings, conferences, education, marketing programs, and customer service & product issues.
- Responsible for the logistics of the globally sourced products, which includes transportation alternatives to maximize efficiency and effectiveness to support business operations. Develops and manages relationship(s) with international freight forwarder(s).
- Gather and maintain all product data and pricing for all direct import items on iPromo.com.
- Coordinate warehousing of owned inventory with Operations.
- Negotiate pricing, payment terms, and lead times with non-industry suppliers.
- Enforce agreements with suppliers to ensure quality requirements, target pricing, and estimated lead times are met.
- Leverage all sourcing options, as appropriate, to maximize profit, including direct to factory, brokers, trading companies, domestic suppliers, both industry & non-industry, overseas sourcing and all other sources deemed viable.
- Responsible for new product development and the product development process to include custom client driven products, owned inventory products and overseas on-demand products.
- Collaborate with Merchandising, Marketing and Sales to create the owned inventory product development roadmap based on trends, client needs and demand.

- Align the sourcing strategy to the merchandising strategy. Focus on categories defined and find products and factories that can provide competitive advantage (pricing, design, turn time etc.)
- Actively engage with the Sales department to provide product and supplier solutions, along with developing & managing the large quote process to identify the best product, pricing, delivery, and supplier options.
- Keep company updated on current and new laws and regulations impacting overseas and importing business practices.
- Develop product compliance protocols and find overseas partners to execute. Ensures all safety and compliance protocols are followed.

If interested in this position, please contact:

Mike Burgess

HR Director

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