**Solutions Director – Supply Chain**

*This is a client-facing role, advising C-level client stakeholders specifically on their Supply Chain challenges. This role is part of the Industry Solutions team, responsible for providing clients deep domain knowledge, solution leadership and (internally) pre-sales leadership through the bid cycle.*

**Why is this role important for NTT DATA**

Our Industry UKI business is approaching £100m revenue annually and is growing fast. One of our largest growth areas within this business unit relates to one of the most important client pain points; Supply Chain optimisation / transformation. Across the clients we are already talking to, we estimate the Supply Chain opportunity at £90m over the next 5 years and have some early momentum with one of our key clients.

**Role**

We are currently recruiting for an experienced technology leader in Supply Chain. We require somebody who has extensive (15+ years) leading Supply Chain initiatives, either as part of a consulting / technology partner, or as part of a global manufacturer / retailer.

The successful candidate needs to be customer facing, able to offer insights and guidance to Senior / C-level client contacts (e.g. Global Head of Supply Chain at JLR). This is a focus area for the industry and this role enables the successful candidate to help our clients tackle some of their biggest challenges.

**Key Role Responsibilities**

It starts with impressive people that our clients trust, challenging projects and a work environment that supports the creation and delivery of impactful solutions. All this is underpinned by a business unit (Industry UKI) team culture that is driven by results.

You will be responsible for building relationships with senior client executives who lead our clients’ Supply Chain teams. As a result of your relationships, you will be able to describe the clients’ key business challenges and offer a POV to help drive client success. This will require you to understand how different combinations of technologies can be used to support challenges (e.g. SAP EWM, E2Open, Siemens PLM, various MEP, etc).

Another important angle for this role is bringing together our different service lines, areas of expertise in other NTT DATA markets and business units to create a coherent and industry leading solution to directly meet our clients’ challenges. This requires both technical understanding as well as leadership of internal stakeholders and teams.

**Successful Candidate Experience Criteria**

* 15+ years’ experience leading Supply Chain initiatives, either as part of a consulting / technology partner, or as part of a global manufacturer / retailer
* Supply Chain expertise to a level capable of challenging / offering POV to client c-level stakeholders
* Credibility to quickly build a level of trust with our clients’ leaders responsible for Supply Chain teams
* A thorough understanding of the current technology stacks, key technology partners and emerging trends within Supply Chain
* A deep understanding of the fundamental business and technology problems faced by manufacturers and retailers, specifically in the area of Supply Chain
* Experience leading solution design (and articulation of that solution) for RFI, RFP or bid responses delivering engaging bid collateral aligned clearly to the clients’ specific business challenges
* Experience of creating proactive go-to-market IT strategy propositions for end client consideration

**Successful Candidate Skills Criteria**

* An ability to listen well, and also (in an appropriate manner) challenge conventional thinking… both internally and externally, to best address the challenges in supply chain
* An ability to create a narrative to present to customers – bringing your business and technical expertise to life for a technical and non-technical audience
* Project planning and team management / influence skills (especially within a matrix environment, where the team members sit within service lines or other business units)
* You must be comfortable leading client-facing engagements, presenting and orchestrating your NTT DATA colleagues
* You must have a proactive approach to work and a strong say-do ratio (Delivering on all the things that you say you’re going to deliver both internally and externally)