

# JOB DESCRIPTION – ACCOUNT AND PROJECT MANAGER

23-11-2020



## 1. ABOUT SIM

Supply Chain Information Management (SIM) is a dynamic growing organization with the aim to provide validated data that contributes to better, safer, and more sustainable products coming from transparent supply chains. We are a service oriented, knowledge provider with a secure and collaborative software tool. Together with a committed team of Supply Chain Analysts, Project Managers and IT specialists, SIM ensures its clients know where their products come from, under which conditions they are created and what the ingredients or components of their products are.

SIM delivers validated data that enable its clients to manage their supply chain risks in real-time and improve issues related to product safety, quality, social compliance and environmental risks. SIM delivers services and IT tools, but has external developers that create the software applications. SIM's clients are large companies like Ahold, Bofrost\*, Jumbo, Detailresult Groep, Superunie and Maxeda. We support clients who want to make a difference in their supply chain with their buying power in a cost effective way.

In order to support our customers and their suppliers, we are looking for a new member of our team:

## 2. ACCOUNT AND PROJECT MANAGER (40 HOURS)

The post holder is one of two account managers within SIM responsible for the management of a group of approximately six to ten of SIM's clients. Reporting to the Operational Manager/CEO and serving as a member of the Operational Team (OT), this position's primary responsibility is to oversee the planning and implementation of all tasks and projects, including budgetary responsibilities for the respective accounts.

Next to the account management of clients, this position is also responsible for the successful development and implementation of operational systems, processes, and policies in support of SIM's mission. This means close collaboration with the team of Supply Chain Analysts who collect, analyze, and validate data regarding sustainability risks of a group of clients. The role will also be supporting with business development.

The main aim is to deliver accurate and timely sustainability information about the client's supply chains and the associated risks. The role will focus on the collection, validation and analysis of the data and identify the client's needs and devise strategies and projects to meet those needs. The manager should always put the client wishes first and should be focused on financial returns. A large part of the projects has an IT element and close collaboration with the IT team is necessary as well as affinity with IT solutions and applications.

The post holder will be co-defining the strategy and implementation plans for all SIM's data verification and assurance services. (S)he will help SIM's clients make critical decisions related

to sustainability strategy and supply chain transparency by bringing data-driven analysis, practical insight into supply chain issues and hot spots, and proven methodologies to visualize supply chains and sustainability goals of our clients.

### 3. JOB SPECIFIC RESPONSIBILITIES

- Oversees the implementation and guards the budgets of the full range of projects for a group of clients
- End responsible for financial targets and content related goals for clients and projects
- Identifies, analyses, and develops the data gathering processes for clients and proactively develops new projects and processes within the area of responsibilities
- Designs programs and data processes to help clients mitigate social, environmental and food safety risks in their supply chain
- Helps co-define the strategy and operational implementation of SIM's current and future data assurance services
- Recommends effective corporate social responsibility (CSR) initiatives and social compliance and food safety standards for clients and the necessary processes and software solutions to ensure data quality and availability
- Writes detailed project proposals, documents, and briefings for IT tickets in preparation of projects
- Manages different smaller and larger projects for the clients (s)he is managing the accounts
- Support with acquisition and support the process from potential client and proposal processes till contractual clients
- Represents SIM at external speaking engagements

### 4. YOUR PROFILE

- Training and education (University Degree) in Business Administration, Accounting and/or Sustainability
- You are used to working with and following financial targets
- You are very familiar with existing food safety and sustainability standards and risk management in global supply chains as well as SIM system, SIM services and SIM mission and vision
- You have advanced experience with project management and strong proven commercial skills
- You are service oriented, a problem solver and a team player with a "can do attitude"
- You have strong written and verbal communication skills and know how to incentivize and bring teams together
- Excellent Dutch, English language skills. Spanish and German are desirable
- You enjoy working with data and transforming it into relevant information
- You like to make a positive impact with the work you do

## 5. WHAT WE OFFER

- A position that enables self-initiative and ownership
- A great place to work with motivated, professional, and enthusiastic colleagues
- Attention for professional growth through continuous coaching and training
- Possibilities to grow within a company that is growing
- Laptop
- Phone
- A market conform salary
- Pension plan
- 25 vacation days a year
- SIM is a company that values diversity, equity, and inclusion.

## PROCEDURE

If you recognize yourself in this job description, please do not hesitate to send your CV and motivation letter to [vacatures@simsupplychain.com](mailto:vacatures@simsupplychain.com). Depending on the initial match, we will invite you for an interview at our office in Alkmaar.