

Inventory Management System Champion

Mission:

To drive the buying team to success & measurable results through strategy, communication, coaching and collaborative partnerships

Webster's Definition

cham·pi·on

1. One that is clearly superior or has the attributes of a winner.
2. An ardent defender or supporter of a cause or another person.
3. One who fights; a warrior.

Who they are...

To the Buyers,
the Champion is their:

Ambassador
Coach / Mentor
Lifeline
Diplomat
Toughest Critic
Biggest Supporter
One of their Leaders

To the Purchasing Mgr:
the Champion is their:

Quarterback
Consultant
Doer
Eyes & Ears
Prodigy
Project Leader

What the Champions needs to know to succeed:

- Why did your company buy the E3 Package?
- What results have you achieved?
- Where do the results come from?
- What are the current goals in the buying area?
- What are the corporate initiatives / goals?

Typical Tasks:

- One on one coaching
- Set strategy: Continue to set new thresholds
- Coordinate projects with other departments
- Find & develop talent

Key attributes:

- Great listener
- Business maturity
- Well respected in and out of department
- Willing to reach out and connect first
- Always asking 'what if'
- Savvy with systems
- Can think at a high level and detail level
- Reads people well

Warning Signs:

- Would rather be buying all the time
- Defensive, protective of knowledge
- Can't get beyond the attitude about his/her team from others
- Victim