

Leaders

INTERNATIONAL

Executive Search

VANCOUVER

EDMONTON

CALGARY

SASKATOON

WINNIPEG

TORONTO

OTTAWA

MONTREAL



OPPORTUNITY PROFILE CHIEF PROCUREMENT OFFICER

LOCATION: VANCOUVER, BC

BCNET

the right people

BCNET | CHIEF PROCUREMENT OFFICER

CONTENTS

THE ORGANIZATION	BCNET	1
THE OPPORTUNITY	CHIEF PROCUREMENT OFFICER	2
	Key Responsibilities & Duties	2
	Candidate Qualifications	6
	Competencies and Personal Characteristics	5
COMPENSATION		7
CONTACT		8



THE ORGANIZATION

BCNET

BCNET serves as a member-centric, not-for-profit, collaborative, shared services organization dedicated to the needs of BC's higher education and research institutions. We offer a wide array of shared solutions in high-performance networking, information and educational technology, cybersecurity, and procurements that help members reduce costs, maximize efficiencies, enhance service quality, empower digital transformation and support their mission.

BCNET's collaborative approach to sourcing technology services and contracts helps to reduce costs, minimize duplication of efforts and generate greater efficiencies. The organization is committed to delivering service that is responsive, reliable and available, supporting its member-centric approach to providing service excellence. They offer an extensive catalogue of cost-effective technology products and services, and general/IT contracts.

Mission

Delivering exceptional value to our members by fostering collaboration, enabling secure connectivity, strengthening cybersecurity, and optimizing procurement services.

Vision

Driving excellence in higher education and research through technology and collaborative solutions.

Values

Innovative. Collaborative. Responsive.

To learn more, please visit BCNET's [website](#).

THE OPPORTUNITY

CHIEF PROCUREMENT OFFICER

Reporting directly to the CEO and leading a team of eight, the Chief Procurement Officer (“CPO”) provides strategic, operational, and technical leadership for BCNET and the Procurement Services portfolio, including Shared Technology Services, enabling sector-wide collaboration, cost optimization, and risk-managed sourcing across British Columbia’s public post-secondary institutions.

The CPO is responsible for defining and executing BCNET’s procurement strategy, including the growth of managed spend, expansion into new categories, and development of innovative service models such as shared technology and advisory procurement services.

The role engages senior stakeholders across member institutions, government, and the marketplace to align priorities, support informed decision-making, and drive participation in BCNET-led initiatives.

The CPO oversees the Procurement Services team and Shared Technology Services governance framework, ensuring that procurement activities are transparent, compliant, data-informed, and aligned with sector needs, while continuously improving processes, supplier relationships, and service delivery outcomes.

As a member of the executive team, the CPO contributes to the BCNET organizational strategies and priorities, and participates at the Board level.



Key Responsibilities & Duties

Strategy, Planning and Governance

- Define and continuously refine strategies in alignment with organizational priorities and evolving sector needs;
- Lead the annual and multi-year planning process, including development of measurable objectives, key performance indicators (KPIs), and expected outcomes for Procurement Services and Shared Technology Solutions portfolios;



- Establish and maintain a transparent, data-informed prioritization framework to identify and advance high-impact procurement initiatives and service offerings;
- Provide regular reporting to BCNET leadership and governance bodies on progress, risks, outcomes, and value delivered (e.g., managed spend, cost avoidance, participation, and member satisfaction);
- Oversee and evolve services governance structures, service committees, category committees, and working groups, ensuring effective decision-making and sector alignment.

Member Engagement, Development and Sector Enablement

- Lead sector-wide change initiatives, building consensus among diverse members and advancing the adoption of innovative procurement and shared service models;
- Drive a proactive, structured approach to member engagement and development to ensure Procurement Services and Shared Technology Solutions are aligned with institutional priorities and delivers meaningful value;
- Build strong, trust-based relationships with senior stakeholders across member institutions, including procurement, finance, IT, and facilities leadership;
- Design and deliver engagement mechanisms such as forums, communities of practice, working groups, and sector events to gather input, validate priorities, and drive participation;
- Monitor member participation and adoption of BCNET agreements and services, identifying opportunities to improve alignment, address gaps, and increase sector impact;
- Advocate a shift from transactional procurement to strategic, collaborative sourcing that supports institutional outcomes and broader sector resilience.

Service Development, Category Leadership and Delivery

- Lead the design, development, and continuous improvement of offerings, including collaborative sourcing initiatives and advisory services (e.g., shared or fractional procurement models);
- Establish and mature category strategies across priority areas, incorporating market intelligence, demand aggregation, supplier strategy, lifecycle management, and sustainable procurement principles;
- Integrate environmental, social, and governance (ESG) considerations into procurement strategies, including responsible sourcing, emissions reduction, ethical supply chains, and alignment with member and provincial sustainability priorities;



- Collaborate with cybersecurity and risk management teams to strengthen third-party risk management practices and ensure supplier security requirements are incorporated into procurement activities;
- Oversee the end-to-end lifecycle of procurement initiatives, including:
 - Opportunity identification and business case development.
 - ◆ Market analysis and sourcing strategy;
 - ◆ RFX development and evaluation oversight;
 - ◆ Supplier negotiation and contract structuring.
 - Implementation, onboarding, and performance tracking.
 - ◆ Ensure all procurement activities are compliant with applicable legislation, trade agreements, and BCNET policies, while advancing best practices in public and sustainable procurement;
 - ◆ Drive innovation in procurement delivery models, tools, and processes to improve efficiency, scalability, member value, and environmental and social outcomes.

Supplier and Market Engagement

- Develop executive-level relationships with strategic suppliers and technology partners to maximize innovation, negotiation skills, value, service quality, and long-term sector benefit;
- Serve as the senior point of contact for strategic suppliers and partners, fostering strong, transparent, and ethical relationships;
- Lead supplier engagement strategies that balance value, innovation, risk management, and long-term sector benefit;
- Oversee supplier performance management frameworks, including service levels, compliance, and ongoing value realization;
- Identify opportunities to collaborate with provincial, national, and international partners to enhance procurement outcomes and access broader market capabilities.

Internal Leadership and Enterprise Alignment

- Provide leadership and procurement expertise across all BCNET portfolios, supporting sourcing, contract management, and vendor risk management requirements;



- Partner with internal teams (e.g., cybersecurity, network services) to align procurement strategies with BCNET's service delivery and technology roadmap;
- Ensure consistent application of procurement policies, templates, and practices across BCNET, enhancing organizational efficiency, compliance, and risk management;
- Build and lead a high-performing teams, fostering accountability, professional development, and a culture of continuous improvement;
- Lead the modernization and digital transformation of procurement processes, systems, and tools, including the adoption of automation, analytics, and emerging technologies.

Performance, Reporting and Continuous Improvement

- Define and track key performance metrics, including managed spend, cost savings/avoidance, participation rates, cycle times, and member satisfaction;
- Implement structured reporting and dashboards to demonstrate the value and impact of Procurement Services and Shared Technology Services;
- Continuously evaluate and improve procurement processes, tools, templates, and governance to enhance service delivery and scalability;
- Lead the development of sector insights, benchmarking, and reporting to support informed decision-making by members and BCNET leadership.

External Representation and Thought Leadership

- Represent BCNET in sector forums, conferences, and industry engagements, positioning the organization as a leader in collaborative procurement;
- Contribute to sector discussions on procurement, risk management, shared services, and public sector innovation;
- Stay informed of emerging trends, regulatory changes, and best practices, translating insights into actionable strategies for BCNET and its members.

Other

- Travel to member institutions and sector engagements as required;
- Perform other related duties as assigned.



Candidate Qualifications

Education / Certifications

- Undergraduate degree required;
- Master's degree preferred (MBA, Supply Chain, Public Administration, Business);
- Professional designation preferred: SCMP, CPSM or equivalent.

Qualifications & Skills

- 15+ years procurement, sourcing, supply chain, or commercial leadership experience;
- 7–10+ years senior leadership experience;
- Experience leading large-scale procurement programs and strategic supplier relationships;
- Experience working with boards and in complex stakeholder environments;
- Excellent knowledge of procurement, project management and category management;
- Good understanding of public procurement rules, legislation and trade agreements and the importance of accountability and transparency;
- Demonstrated skills in leadership, people management, risk management, and strong commitment to excellence;
- Demonstrated experience in developing service and/or business plans;
- Demonstrated skills in the use of procurement and project management approaches;
- Broad knowledge of procurement and category management principles;
- Excellent interpersonal and communication skills (written and oral);
- Excellent negotiating and problem-solving skills;
- Ability to work in a member-driven, decentralized environment as a part of a small office team;
- Ability to maintain flexibility and openness to a rapidly changing environment;
- Ability to communicate effectively and persuasively with team members, collaborators, and clients, with sensitivity to the level of technical communication appropriate to the task and audience;
- Ability to perform effectively under pressure while handling multiple concurrent priorities.



Competencies and Personal Characteristics

Leadership – Achieves desired organizational results by encouraging and supporting the contribution of others; a proactive and positive team player who acts with a sense of urgency and leads by example; sets and communicates clear goals.

Accountable – Holds self and others accountable for responsibilities; focuses on results and measuring attainment of outcomes with a business focus.

Strategic – Develops a plan in support of organizational and sectoral strategic direction. Demonstrates an understanding of the link between one's job responsibilities and overall organizational goals and needs.

Integrity and Honesty – Set an example of professionalism and ethical propriety, demonstrating a resolute commitment to and respect for the spirit behind the rules and core values of the organization.

Influential and Collaborative – Has an open and consistent approach to working with others and possesses strong interpersonal skills, with the ability to build relationships and develop/maintain partnerships, obtaining stakeholder agreement.

Creativity and Innovation – Develops new insights into situations; questions conventional approaches; encourages new ideas; designs and implements new or cutting edge programs/processes.

Effective Working Relationships – Treats colleagues, and stakeholders with respect; resolves conflicts in a timely manner, negotiates effectively, and provides effective feedback to colleagues/employees.

Communication – Clearly presents written and verbal information; writes with clarity and purpose; communicates effectively in both positive and negative circumstances; listens well.

People Development – Fosters learning and development of others through coaching, managing performance and mentoring; has a genuine desire to develop others and help them succeed; formally and informally recognizes deserving staff and colleagues.

Member Focused – Anticipates and attends to the needs of the members of the organization; keeps member interests in the forefront.



COMPENSATION

A competitive compensation package will be provided including an attractive base salary and excellent benefits (including the Municipal Pension Plan). The salary hiring range for the position is \$158,467 - \$198,084. Further details will be discussed in a personal interview.

FOR INFORMATION PLEASE CONTACT:

Julian Manchon or Greg Longster

LEADERS INTERNATIONAL EXECUTIVE SEARCH

1160—595 Howe Street

Vancouver, BC V6C 2T5

Phone: (604) 688-8422

Email: connect@leadersinternational.com

Leaders
INTERNATIONAL

Executive Search