

# THE SUPERGRID HERO

Imagine a world where the supply chain operates like a well-oiled machine, with everything working in perfect harmony. That's the world the Supergrid Hero wants to create.

**The Supergrid Hero** is a champion of the new trend of supergrid ecosystems that are set to revolutionize the supply chain landscape. They require a strategic and visionary leader who can coordinate and collaborate with competitors and logistics businesses to create a more connected transportation and communication network.

This role requires a long-term outlook and focuses on identifying new practices and maintaining global relationships that benefit the business as a whole.



## RESPONSIBILITIES

- Establish and maintain relationships with key competitors and government entities in the supply chain industry, including regular communication and collaboration to address mutual challenges, regulatory changes, and opportunities
- Conduct market research to gather intelligence on competitor strategies, operations, and performance, and use this information to inform the development of the organization's supply chain strategies
- Work closely with cross-functional teams, including procurement, manufacturing, and logistics, to ensure that the organization's supply chain operations are aligned with competitor practices
- Participate in industry events, conferences, and trade shows to stay up to date with industry trends and best practices, and to represent the organization in discussions with competitors and other industry stakeholders
- Identify and address issues that arise in the relationship with competitors, including conflicts over contracts, pricing, and delivery schedules, and work to resolve these issues in a timely and mutually beneficial manner
- Develop and implement processes to ensure that competitor information is captured, analyzed, and shared with relevant stakeholders in the organization
- Stay up to date with legal and regulatory developments that may impact the organization's relationships with competitors, and ensure that the organization is compliant with all relevant laws and regulations.

## CANDIDATE REQUIREMENTS

- Bachelor's degree in business administration, supply chain management or a related field
- At least 5 years of experience in supply chain management, with a focus on competitor relationships
- Strong leadership and interpersonal skills, with the ability to effectively communicate and collaborate with competitors and other industry stakeholders
- Excellent strategic thinking and analytical skills, with the ability to identify and analyze market trends and opportunities
- In-depth knowledge of the supply chain industry, including market dynamics, pricing, and best practices
- Strong negotiation skills, with the ability to negotiate mutually beneficial agreements with competitors
- Ability to identify and interpret macro trends, and to formulate creative solutions to the implications of those trends
- Diplomatic skills to build consensus
- A flexible commercial mind that simultaneously thinks holistically and in the specific interests of the organization and the sectors in which it operates.

[Read the full paper to learn more](#) about the other emerging roles that are driving the intelligent transformation of supply chain operations.

## About Capgemini

Capgemini is a global leader in partnering with companies to transform and manage their business by harnessing the power of technology. The Group is guided everyday by its purpose of unleashing human energy through technology for an inclusive and sustainable future. It is a responsible and diverse organization of over 340,000 team members in more than 50 countries. With its strong 55-year heritage and deep industry expertise, Capgemini is trusted by its clients to address the entire breadth of their business needs, from strategy and design to operations, fueled by the fast evolving and innovative world of cloud, data, AI, connectivity, software, digital engineering and platforms. The Group reported in 2021 global revenues of €18 billion.

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