

General Information

Job Title	Procurement Category Manager, Raw Materials, Infection control & PPE	Function	Procurement
Brand	deSter	Country	BE
Unit / Location	Hoogstraten, BE	Date Created	March, 2022
Created By	Remi Beranger	Approved By	Remi Beranger

Job Summary:

This role is responsible for:

- Lead part of the raw materials category and the full global Infection control & PPE category including vendor management and selection
- Lead and develop the category strategy in line with the global procurement & supply chain strategy and overall company strategy and priorities
- Implement and further develop processes according to the business strategies and requirements globally
- implementing all aspects of global procurement, supplier relationship management, explore cost saving opportunities, handling RFI/RFQ/RFP, tender, contract negotiation, ad hoc project assigned by the group
- Ensure process efficiencies and business opportunity implementation, and drive continuous improvement within the category

Main Duties and Responsibilities

STRATEGIC SOURCING

- Elaborate, continuously develop and implement the regional and global procurement strategy in the assigned area of responsibility
- Continuously extend understanding of current and potential suppliers, market structure, commodity forecasts, competitive dynamics, trends and demand management levers
- Build, implement and/or participate in Requests for Proposals (RFPs) processes, bid evaluation and other analytical models with transparency on cost drivers in collaboration with the internal stakeholders
- Lead negotiations in line with strategic objectives
- Ensure cost-efficient international sourcing of products according to specifications
- Support and implement inventory reduction initiatives with suppliers to support the delivery of company targets
- Development of savings opportunities and benchmarking of industry standards and practices to deliver financial improvement
- Budget, define, deliver and track savings targets and total cost of products in the area of responsibility; initiate and steer corrective actions in case of deviations
- Acting as deputy for Global Procurement Director

DEMAND MANAGEMENT (Customer Market)

- Define & develop the supplier portfolio to enable a competitive, quality & timely response to the customer market
- Support commercial activities through the delivery of competitive products and suppliers and consultancy on demand levers including key campaigns as assigned
- Oversee & coordinate specification & product development ensuring costs are managed through the development process and commercial terms are developed & agreed.
- Steer strategic suppliers to improve product development & speed to market

- Participate in key campaign projects representing the Procurement Department as required

SUPPLIER RELATIONSHIP MANAGEMENT

- Segment supply base, own relationship and develop suppliers according to Supplier Relationship strategies and tiering criteria
- Reduce risk & develop & implement appropriate supplier agreements in line with supplier tiering
- Leverage economies of scale through supplier consolidation focusing on development of strategic suppliers
- Manage and develop key supplier relationships and integrate supplier expertise as appropriate to meet business strategy and deliver cost, product & process improvement
- Integrate suppliers in areas of product development & logistics to improve speed to market
- Select, initiate and lead process optimization improvement initiatives within the supply base and product development projects deliver competitive product to market
- Guide & implement the transition of new supplier introductions managing all stakeholders affected to ensure successful launch including production to specification
- Lead and implement corrective actions for quality issues arising in assigned sub-categories; be the main point of contact for suppliers and settle complaints and improvement plans as appropriate.

Qualifications

Education: University degree in business, procurement, supply chain, Logistics or related disciplines

Work Experience: 5 years in related field, or demonstrated strong solution oriented capabilities

Technical Skills: (Certification, Licenses and Registration): n/a

Language / Communication Skills: English (fluent / negotiation level), additional language (e.g. Dutch) of advantage

Job Dimensions

Type of Employment: Full time

Travel %: 10%

Internal Relationships: Product management, Engineering, Demand & Supply, Manufacturing, Customer Service, Finance, Commercial, Top Management

External Relationships: Suppliers

Organization Structure

Direct Line Manager (Title):

- Global Procurement Director, Raw materials

Dotted Line Manager (Title, if applicable): n/a

Estimated Total Size of Team: n/a

gategroup Competencies Required to be Successful in the Job:

- **Thinking** – Information Search and analysis & problem resolution skills
- **Engaging** – Understanding others, Team Leadership and Developing People
- **Inspiring** – Influencing and building relationships, Motivating and Inspiring, Communicating effectively
- **Achieving** – Delivering business results under pressure, Championing Performance Improvement and Customer Focus

Demonstrated Values to be Successful in the Position

Employees at gategroup are expected to live our Values of Excellence, Integrity, Passion and Accountability. To demonstrate these Values, we expect to observe the following from everyone:

- We treat each other with respect and we act with **integrity**
- We communicate and keep each other informed
- We put our heads together to problem solve and deliver **excellence** as a team
- We have **passion** for our work and we pay attention to the little details
- We foster an environment of **accountability**, take responsibility for our actions and learn from our mistakes
- We do what we say we will do, when we say we are going to do it
- We care about our coworkers, always taking an opportunity to make someone's day better