

# Global Category Lead - Metal Components for Industrial Solution

## Feladatok

### Material and Supplier Strategy

- Develop a material and supplier strategy:
  - Conduct market analysis including scanning new suppliers
  - Drive the strategy definition process with cross-functional partners
  - Ensure that Continentals requirements are reflected in the strategy
  - Document and implement the strategy in all BAs worldwide
- Conduct supplier evaluation and reflect its result into supplier strategy

### Negotiation

- Drive negotiations to constantly improve the cost situation of ContiTech with the support of cross-functions
- Develop new sourcing markets and a global bundle opportunity cross all BAs
- Develop and execute state of the art negotiation concepts
- Negotiate non conformance cost with suppliers

### Contract Management

- Ensure fulfillment of all necessary requirements by negotiating and concluding legally binding contracts with the respective suppliers
- Ensure the supplier contracts to be documented and issued on time

### Data maintenance

- Ensure in time implementation of correct Purchasing data in the respective IT-systems
- Responsibility for monthly controlling and correction of local data and target achievement

### Achieve best market conditions

- Actively influence the sourcing process through:
  - Supplier selection
  - Negotiation of prices and closure of contracts
  - Sourcing decision
- Bundle the whole demand of ContiTech for own category

### Ensure professional handling of projects

- Leading ad-hoc projects Globally or per BA related to Reinforcements
- Leading Cost-out projects, shortages and crisis management relating to Reinforcements

### Continuous Cost reduction

- Support re-design or the cost saving activities
- Drive improvement programs with suppliers



Job ID  
**REF54778S**

Telephely  
**Sonepat**

Vezetői szint  
**Leading Self**

Munkahelyi rugalmasság  
**Hybrid Job**

Jogi egység  
**ContiTech India Pvt. Ltd.**

## **Material planning /Order desk**

Support of material price planning and definition of forecasts for annual rebates and material price deviations

Ensuring short- mid- and long-term material supply of all related production facilities under consideration of optimized cost, quality and technological aspects

Internal and external correspondence for the area of responsibility, close communication with production, R&D and quality department

## **Material Escalation**

Secure the supplies of production material on time

Support plants in respect of procurement or other related topics

## **Profilja**

Bachelor Degree or higher or adequate long term professional experience

## **Ajánlatunk**

- 10 or more years of professional experience in Purchasing or other relevant functions
- Proven experience in Purchasing functions and organisational principles; project management experience is a plus very good communicative skills & team player
- High own initiative and ability to work independently acc. to target settings Experience in leadership position
- Experienced in international cultures and business environment, worked in international Teams for minimum 3 years

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## **Rólunk**

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary. The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.