

# Regional Category Management for Indirect Material Plant Supplies

## Vos activités

By joining us, you will help build an innovative, customized procurement organization and take on the challenges of tomorrow, all while promoting **regional synergies**, **clear responsibilities**, and a strong focus on **our internal customers**.

If you enjoy challenges, value **teamwork**, and want to be part of an ambitious project, this opportunity is for you!

Indeed, OESL is restructuring its organization to strengthen **Source to Contract (S2C)** procurement in the **AMERICA region for NPM**, Indirect Purchasing.

You will manage, for this region, the **Category of Plant Supplies & IT**, including MRO, Energy, Environmental Services, Building & Utilities, FM Services, Plant Supplies (clean services, safety clothes, Sorting) ...

The Plant Supplies Regional category will be overseen by 2 purchasers, including yourself. However, in this role, you will also serve as the regional representative for the **IT category**. The entire purchasing volume will be shared harmoniously between both purchasers.

With a strong commitment to **harmonized processes** and a **Total Cost of Ownership (TCO)** approach aimed at delivering long-term value, your responsibilities will also include:

### Strategy :

- Develop and maintain a comprehensive portfolio strategy aligned with your region and OESL needs, ensuring a balanced supplier portfolio that minimizes risk, enhances flexibility, and strengthens market positioning.
- Define, deliver, and regularly update a Sourcing List.
- Identify and onboard new potential suppliers when necessary to meet evolving needs.
- Identify opportunities for value improvement and drive implementation.

### Commercial

- Managing projects within your area of expertise, in collaboration with other departments across the group.
- Lead negotiations.
- Manage and maintain essential global contracts.

### Escalation Support:

- Provide support to P2P teams (operation) in resolving quality, supply, or commercial escalations.



Référence

**REF71165M**

Domaine fonctionnel

**Purchasing**

Site

**San Luis Potosí - Contitech**

Niveau de leadership

**Leading Self**

Flexibilité du poste

**Hybrid Job**

Nom du contact

**Marcela Martin del Campo**

Unité légale

**ContiTech Mexicana, S. de R.L. de C.V.**

- Conduct market surveys.
- Serve as the next level of escalation support for plants facing supply issues (quality or delivery).

#### Reporting:

- Share market insights with relevant stakeholders.
- Regularly report on category performance.
- Forecast expected price developments and keep stakeholders informed.

#### Expected Qualities:

- Independent, **flexible**, and adaptable, you demonstrate strong leadership skills and are capable of creating a group dynamic.
- You possess analytical and **synthesis** skills, along with excellent interpersonal abilities to facilitate communication between teams.
- You are **customer-oriented**, ensuring that the needs of the group's factories are met.
- A strong **team mindset** is essential!

**Languages:** Fluency in English is essential. Proficiency in German or French would be an asset.

**Reporting Line:** You will report directly to the Head of NPM OESL

Join us to play a decisive role in a global transformation !

#### Votre profil

- **Bachelor's degree**; in exceptional cases, equivalent professional experience may be considered.
- **Minimum 3 years of experience in Purchasing**, with at least 1 year in the automotive industry.
- Proven expertise in **Purchasing Portfolio Management** (strategy development, supplier list management, market insights, portfolio analysis, forecasting) and **contractual agreements**.
- Strong **negotiation experience**, including RFQs, offer analysis, comparison, and negotiation.
- Proficient in **Risk Management**, including claims, finance, and legal considerations.
- Ability to work effectively **within a remote team**.
- Perfect knowledge in Microsoft tools (Excel, PowerPoint)
- **Project management experience** is a plus.
- At least **3 years of exposure to international business**; experience living abroad is a plus.
- Advanced English

#### Notre offre

At Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

#LI-MR1

Ready to drive with Continental? Take the first step and fill in the online application.

## **A propos de nous**

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.

Join us and take the opportunity to contribute to our future in the fundamentally changing automotive industry with your new role as **AMERICA Regional Category Manager for Plant Supplies** in the stand-alone Business Area Original Equipment Solutions. Your new place to work is flexible and will be defined later (hybrid).

### **About Original Equipment Solutions:**

With more than 17.000 employees and around 2bn€ sales, present in 15 countries with 35 locations and tech centers - OESL is a global player in the automotive sector with extended material competence in rubber, plastic, and metal, serving all major OEM's and commercial vehicle customers' needs with millions of parts in high quality.