

## Category Purchaser Foundries (m/f/diverse) - REF75451X

### Responsabilități

Continental is newly entering into "Fabless Semiconductor Business/COT". In particular for Foundries and R&D Services we target to built up new Supply Base and Contracts, as we cut the value chain of IDMs with a consequence of new responsibility and interface definition for suppliers. The Category Purchaser is actively supporting the Senior Category Management in defining a fitting supplier strategy, is responsible for negotiation with suppliers to achieve best market conditions in the respective area of responsibility.

To your tasks belong:

- Support in driving and setting up of supplier panel for Foundries and corresponding Design Service Companies.
- Implementing and maintaining a network within the Category and the other Categories within the Cluster organization to share competence and best practices, Coaching, developing, and supporting the team and employees.
- Develops a respective technology and supplier capacity strategy over global suppliers' panel:
  - Drives the strategy definition process with cross-functional partners.
  - Ensures that Continentals requirements are reflected in the strategy.
  - Document and implement the strategy in all Business Areas worldwide.
- Conducting market analysis
- Actively influence the sourcing process through:
  - Supplier selection
  - Negotiation of prices, nonconformance costs etc. and closure of contracts with suppliers using negotiation concepts (like Advanced negotiation concept)
  - Applying Advanced Negotiation Concepts.
- Driving annual negotiations to constantly improve the cost situation of Continental Automotive in case of escalation.
- Ensure in time implementation of correct data in the respective IT-systems, Controlling of Target Achievements
- Supporting re-design in cost reduction programs

### Cerințe

- Academic degree (Masters) in Business Administration, Engineering or comparable qualification
- Procurement Process and Product Life Cycle (PLC) knowledge, preferable in semiconductor industry
- Multiple years of working experience in the above-mentioned area, preferable in semiconductor industry
- Purchasing Management (including standards of Quality



Job ID  
**REF75451X**

ID poziție  
**Achiziții**

Domeniul de activitate  
**Frankfurt am Main**

Nivelul de Leadership  
**Leading Self**

Flexibilitatea programului de lucru  
**Hybrid Job**

Persoana de contact  
**Philina Zarić**

Persoană juridică  
**Continental Automotive Technologies GmbH**

system requirements, policies, and norms (IATF 19649/ VDA 6.1))

- Technical understanding of specific components
- Risk Management experience
- Commercial knowledge, includes contract law etc.
- Business fluent English language skills (spoken and written)
- Project management skills, tools, and techniques
- Entrepreneur mindset
- Communication skills, including Presentation and Negotiation techniques, to operate in different cultures; Ability to represent Continental's interest on Management Level
- Problem-solving and decision-making tools and techniques

## Oferta noastră

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals
- and much more...

Sounds interesting for you? [Click here to find out more.](#)

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

## Despre noi

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.

The Automotive group sector comprises technologies for passive safety, brake, chassis, motion and motion control systems. Innovative solutions for assisted and automated driving, display and operating technologies, as well as audio and camera solutions for the vehicle interior, are also part of the portfolio, as is intelligent information and communication technology for the mobility services of fleet operators and commercial vehicle manufacturers. Comprehensive activities relating to connectivity technologies, vehicle electronics and high-performance computers round off the range of products and services.