

# NPM Category Purchaser

## Feladatok

Derive strategy and actions for managed categories based on internal stakeholder, business needs and market situation

Develop a material and supplier strategy:

Conduct market / internal demand analysis and benchmarks

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/locations worldwide

Conduct regular supplier evaluation with main stakeholders

Guide, support and train internal stakeholders to execute by using right tools, methods and processes

Ensure the alignment and implementation of the category strategy within the organization (e.g., communicate sourcing market trends, category results)

Ensure that suppliers fulfill the legal requirements by applying Continental's processes, tools and templates

Support escalations at internal and external stakeholder

Actively influence the sourcing process through:

Supply market analysis / supplier selection

Negotiation of prices and closure of contracts

Sourcing decision

Identify and lift bundling opportunities for own category Drive annual negotiations to constantly improve the cost situation

Negotiate with suppliers

Apply negotiation concepts to actively support and execute bundling within the respective Category

Negotiate non-conformance cost with suppliers

Monitor and adapt existing demands, volumes and/or service level agreements Ensure fulfillment of all necessary requirements by negotiating and concluding legally binding contracts (e.g. frame-, project related contracts, YPSA) with the respective suppliers and process & audit-compliant documentation

Ensure effective contract lifecycle management Ensure in time implementation of correct data in the respective IT-systems

Monthly controlling and correction of local data and target achievement Initiate and support value-engineering, re-design and cost reduction programs, make or buy decisions and content challenge

Initiate and drive together with the internal stakeholders supplier improvement programs if needed (performance, costs), initiate the new supplier introduction process" Identify, assess, and mitigate supply chain and procurement risks with respect to geopolitical, geohazard, financial or material risks .

Develop and implement risk mitigation strategies together with the involved stakeholders

Ensure supply chain compliance with sustainability regulations, legal requirements and sustainability standards.



Job ID

**REF82423Q**

Munkaterület

**Beszerzés**

Telephely

**Yang Pu Qu**

Vezetői szint

**Beosztott**

Munkahelyi rugalmasság

**Helyszíni munka**

Kontakt

**Cai Wenqing**

Jogi egység

**Continental Holding China Co., Ltd.**

## Profilja

- Full knowledge of purchasing policy, procedure, and regular bidding skills
- Purchasing strategy
- Negotiation skills
- Communication skills with both Chinese and English, including Presentation and Negotiation techniques to operate in different cultures
- Sourcing and Negotiation Skills
- Commercial knowledge, includes contract law etc.
- Problem solving and decision-making tools and techniques
- Project management skills, tools, and techniques
- Risk Management

## Ajánlatunk

- >5 years of experience in Procurement or other related experience within the Automotive industry, preferably in category management, supplier management, or related area, with a focus in the Equipment or Maintenance domain.
- Strong project management or other leadership experience.
- Effective communications skills in both CN and EN
- Strong ownership

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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 2023, Continental generated sales of 41.4 billion euro and currently employs more than 200,000 people in 56 countries and markets.