

# Comprador Senior

## Vos activités

### Missions and Purpose of this position

ONE ContiTech – The first choice for material driven solutions.

Are you interested in shaping the future of ContiTech together with a great team?

Please join us and contribute to our goals with your new role as AMERICAS Category Buyer Plant & Manufacturing Services within Purchasing@ContiTech. The AMERICAS Category Buyer for MRO – Maintenance, Repair and Operations is responsible for all tactical purchasing activities across all CT IAM plants – North and South America, related to MRO cluster.

The regional category approach creates a mutual added Value for all internal Customers in terms of commercial, logistical and processual Enhancements by providing Expertise and Best Practices around the needs of the internal Customers as well as strengthening the relationship to strategic Business Partners (internally and externally).

### Your tasks

- Driving all related purchasing activities in CT IAM plants located in the Americas region, related to
  - MRO categories (Electrical, Pneumatic, Hydraulic, Mechanical, Electronic components, Machine and Hand tools items) - together with the Global Category Head and Regional Cluster Manager.
- Drive negotiations considering best commercial and operational aspects and ensure compliance with valid rules
- Identify synergy potential where- and whenever possible
- Ensure full coverage of all business requirements in the received offers
- Drive contractual coverage
- Support operational improvements by negotiating commercial benefits
- Keep alignment between purchasing and internal customer strategy
- Complete handling of the ordering process via CTOS and SAP, including any complaints handling as well as internal and external communication
- Preparing and conducting tenders, offer comparisons, and contract negotiations for complex procurement projects in the defined areas, in cooperation with Global Category Head and Regional Cluster Manager
- Create and compile Sourcing Decisions Sheets, ensure BPBoC and NDA signatures, collect financial and commercial records, identify and develop vendors
- Ensure, that agreements are created, approved and signed and



Référence  
**REF82489P**

Site  
**Itapevi**

Niveau de leadership  
**Leading Self**

Flexibilité du poste  
**Hybrid Job**

Unité légale  
**Continental do Brasil Produtos Automotivos Ltda.**

- communicate to the plants inside the region
- Support and management of special projects
- Act as an interface between suppliers and other relevant departments on purchasing processes and new projects and activities
- Monitor and advise on any issues which present risk or opportunity to the organization
- Provide analysis on costs, new and existing and review cost reduction activities
- Monitor market trends, competitor strategies and market suppliers
- Negotiate contracts, improve prices and terms of business with suppliers and review opportunities to make business savings utilizing negotiation and procurement best practice tools and methods
- Ensure compliance to company guidelines, purchasing policies and procedures during supplier negotiations and contracts award process
- Evaluation of suppliers and contribute to performance reviews to ensure contract compliance

## **Votre profil**

- **Your profile**
- University Degree (Diploma/Bachelor/Masters) and extensive experience, related certifications.
- Professional experience in procurement, preferably in MRO categories with verifiable success
- Strong analytic and conceptual competence
- Exceptional communicator capable of communicating effectively within a multi-cultural and across functions as well as all levels
- Confident handling of SAP R/3 + S/4 and MS Office
- Independent and responsible way of working as well as a quick comprehension
- Advanced negotiating skills, assertiveness, goal- and result-oriented work
- Fluent English & Portuguese – Spanish and/or French are desired.
- Experience in project management
- Able to manage time effectively, prioritizing tasks and achieve set targets

## **Notre offre**

All your information will be kept confidential.

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 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.