

# Global Category Manager BA OESL

## Jūsų užduotys

To manage defined portfolio category on the Cluster on global level, to make sure that all the category goals / strategies and actions are in line with the BA strategy and the internal needs.

To manage the business related to the Category.

Category Strategy.

- \* Build up and maintain portfolio strategy in line with the BA needs and define a well balanced portfolio to minimize risk, to ensure flexibility, to get an advantage position on the supplier market.
- \* Define, deliver and update a Sourcing List.
- \* Identify and onboard new potential suppliers where the need is identified
- \* Identify any value improvement activities and steer implementation.
- \* To present and align the strategies with BA OESL stakeholders

Commercial.

- \* To handle all negotiations at the Category Supplier
- \* To negotiate and maintain necessary global contracts
- \* To support Advance Purchasing with complex / difficult negotiations
- \* Manage suppliers in representance of the BA

Escalation Support

- \* Support Region Purchasing for Quality, Supply and Commercial escalation
- \* Conduct Market Survey in his/her Region
- \* Trouble shooting: Support the plants as next escalation level in case of supply problems (quality or delivery)

Reporting

Share market situation with stakeholders

To report Categories performance in regular base

Forecast expected price development

Inspire people, within the framework of Continental's Leadership Philosophy (values-based & transformational)

Provide employees support and guidance in an increasingly complex and more dynamic working environment; build and maintain trust and foster our corporate Values; balance the needs of our customers, our company and our colleagues

Guide our company and its employees, especially through times of change; encourage innovation, inspire and develop people to realize



Darbo ID  
**REF824971**

Darbo sritis  
**Pirkimas**

Vieta  
**San Luis Potosí - Tires**

Lyderystės lygis  
**Leading Self**

Darbo laiko lankstumas  
**Hybrid Job**

Kontaktinis asmuo  
**MOISES NAVA**

Juridinis asmuo  
**ContiTech Fluid Distribuidora, S. de R.L. de C.V.**

their full potential, and foster learning

Act and compel colleagues to behave as ambassadors for Quality and Safety

Be dedicated to maximizing internal & external customer satisfaction by demonstrating ownership, dedication towards ensuring high-quality results and process-orientation

Owning the quality of all outputs in the dedicated responsibility area as process member or process owner

Strive for “Zero Incidents” and “Zero Accidents” by demonstrating ownership and acting as a role model for a safe environment

## **Reikalavimai**

Purchasing Portfolio Handling (Strategy, Supplier List, Market Know How, Portfolio Analyse, Forecast)

Negotiation experience : RFQ, Offer analyse and comparison, Negotiation

Project management - PLC - APQP

Risk Management Claim, Finance, Legal

IT Tools (SAP, Supply on, Fides, Microsoft Office, Data visualisation : CQ - PowerBI, ..)

English

Ability to work Within a remote team

## **Mes siūlome**

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-FE2

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

## **Apie mus**

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.