

# Comprador Sênior - MRO - Manutenção Reparos e Operações

## Your tasks

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- To drive 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 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

## Your profile

- University Degree (Diploma/Bachelor/Masters) and extensive



Job ID  
**REF83815K**

Field of work  
**Purchasing**

Location  
**Itapevi**

Leadership level  
**Leading Self**

Job flexibility  
**Hybrid Job**

Legal Entity  
**Continental do Brasil Produtos Automotivos Ltda.**

experience, related certifications.

- Strong 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

## **Our offer**

Pronto para dirigir com a Continental? Dê o primeiro passo e preencha o formulário online.

## **About us**

### **THE COMPANY**

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 and currently employs around 200,000 people in 56 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe, and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 42,000 employees in more than 40 countries and sales of some 6.8 billion euros (2023), the global industrial partner is active with core branches in Asia, Europe and North and South America.

Are you ready to shape the future with us?