

## License Manager

### あなたの仕事内容

#### Main tasks:

- Review and manage contracts for external service providers, ensuring they reflect the company's requirements, compliance standards, and risk mitigation.
- Negotiate contracts with new and existing providers, ensuring favorable terms and alignment with company goals.
- Implement contract governance processes to ensure that all terms and conditions are adhered to and that compliance risks are mitigated.
- Conduct regular license audits to identify potential compliance issues, excess usage, or underutilized licenses, and address any discrepancies.
- Ensure lifecycle management for IT contracts and IT services, and licenses.
- Monitor the usage of software licenses and cloud services and ensure proper and economical usage.- Analyze license usage across the company, identifying opportunities for cost-saving measures and making recommendations for improving the efficiency of license utilization.
- Oversee service delivery by external providers to ensure quality, timeliness, and compliance with business requirements.
- Proactively identify opportunities for improvement in license utilization as well as service delivery and work with vendors to optimize processes, reduce costs, and increase operational efficiency.
- Collaborate with internal IT and business teams to ensure that provider services are aligned with evolving business needs and technological advancements
- Develop support concepts and procedures to meet at a minimum the current defined service levels, demonstrating opportunities to improve service provision
- Establish a management reporting for all action areas- Manage service escalations and disputes, acting as the main point of contact to resolve issues in a timely and effective manner.
- Develop and maintain strong relationships with external service providers, fostering trust, communication, and collaboration.- Actively mitigate risks associated with software piracy, non-compliance, or unauthorized usage, implementing processes to identify and address violations.
- Act as a primary partner for internal customers as well as for external provider management, assisted by Project Management Office- Implement and maintain best practices for license management, ensuring all processes are streamlined, efficient, and auditable.
- Lead the development and deployment of a license management framework that includes guidelines, procedures, and documentation to be followed by all teams.
- Continuously assess the provider landscape, exploring new opportunities to leverage innovative solutions and strategic



ジョブID  
**REF84916E**

業務分野

勤務地  
**Timișoara**

リーダーシップレベル  
**Leading Self**

勤務に関する柔軟性  
**Hybrid Job**

法的事項  
**S.C. ContiTech Romania S.R.L.**

partnerships.- Contribute to the development of the provider ecosystem strategy, identifying new vendors and emerging technologies that could bring value to the company.

- Continuously assess the provider landscape, exploring new opportunities to leverage innovative solutions and strategic partnerships.

## あなたのプロフィール

We are looking for:

- Bachelor's degree in Information Technology, Business Administration, Supply Chain Management, or a related field.
- Required Certifications: Certified in IT Service Management (e.g., ITIL Foundation), Certified Professional in Supply Management (CPSM).
- Preferred Certifications: Certified Contract Manager (CCM), Project Management Professional (PMP), Certified Outsourcing Professional (COP), Certified in Software License Management (SAM).
- Alternatively, adequate experiences.5+ years of experience in vendor management, provider management, license management, or IT procurement, with a track record of managing external service providers and optimizing IT service delivery. Managed the contract negotiation and onboarding process for new IT vendors, ensuring alignment with business requirements and contractual agreements.
- Led the vendor performance review process, implementing improvements and ensuring service delivery met KPIs and SLAs.
- Led an IT outsourcing initiative, overseeing vendor selection, contract negotiations, and the transition to a new service provider.
- Managed multi-provider ecosystems, ensuring all vendors delivered consistent quality and met operational expectations.Developed and deployed a centralized license management system, improving visibility and control over license usage.Ability to collaborate effectively across functional areas (IT, procurement, legal, etc.) to manage vendor relationships and drive successful outcomes.
- Influence without direct authority, leading by example and through strong communication and negotiation skills to manage external partners.
- Experience in cross-functional team leadership, where the role involves working with IT, legal, business units, and procurement teams to ensure smooth service delivery and issue resolution.
- Stakeholder management experience to ensure alignment with business goals and effective communication with senior leadership, business units, and external partners.
- Experience in mentoring or training staff or stakeholders on best practices for license management and compliance.Fluent in German and English, another language is helpful.
- Exposure to international work content in previous roles

## オファー

What we offer:

- **The 13th salary** – Paid once a year, in December;
- **Meal tickets** - With a value of 40 Ron;
- **Private Health Insurance** – Health is the most important, so we offer you a medical subscription through Signal Iduna;

- **Referral bonuses** - We encourage colleagues to refer new candidates to us and, at the same time, to get the chance to receive a bonus;
- **Bookster** - Feed your body and your mind. You can borrow books and you'll receive them at the office;
- **Sports benefits**- It's important to stay active, so we offer you the 7Card;
- **Discounts at our partners** - We collaborate with different vendors, and we receive discounts for various products/ services like rubbers, restaurants, kindergartens, etc;
- **System for Rewarding Improvement Ideas** - We have an internal improvement program (Continental Idea Management) that allows you to come up with ideas and to be honored with an attractive bonus (the CIM team establishes this according to your improvement idea);
- **Happy days** - If you or your child is getting married, or you become a parent, you receive some extra free days;
- **Life events celebration** - If your family is growing, we praise your newborn with a bonus;
- **Unfortunate events** - In case of unhappy events in your life, we support you by offering you free days and financial support (handled on a case-by-case basis);
- **Extra vacation days** - You begin with 22 vacation days/year, and starting with the 3rd year with us, we offer you 1 more day of vacation and, afterward from 2 to 2 years you'll get one more extra day (the maximum you can achieve is 27);
- **Professional development** - Many opportunities to develop yourself within the company;
- **Diversity and multicultural mindset** - We encourage you to join us no matter who, where, or what you are. We have colleagues from different nations and a variety of languages are spoken in our company.

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

## 会社概要

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 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.

## OESL - Original Equipment Solutions, For Future Mobility.

Are you ready to move ForwardTogether with a global, dedicated, and experienced team?

Join us and take the opportunity to contribute to our future in the fundamentally changing automotive industry with your new role in the stand-alone Business Area Original Equipment Solutions. Your new place to work is flexible and will be defined later (hybrid).

**About Original Equipment Solutions:**

With more than 17.000 employees and around 2bn€ sales, present in 15 countries with 35 locations and tech centers - OESL is a global player in the automotive sector with extended material competence in rubber, plastic, and metal, serving all major OEM's and commercial vehicle customers' needs with millions of parts in high quality.