

## Regional Category Manager\_Energy

### 담당 업무

Initiate and develop energy category strategies in deregulated countries, build up and develop the healthy & rich supplier pools, manage sourcing projects development, negotiate and achieve the best Total Cost Ownership for the company, and work with stakeholders as the energy solution provider.

- Derive strategy and actions for managed categories based on internal stakeholder, business needs and market situation
  - Develop a material and supplier strategy:
    1. Conduct market / internal demand analysis and benchmarks
    2. Drive the strategy definition process with cross-functional partners
    3. Ensure that Continentals requirements are reflected in the strategy
    4. Document and implement the strategy in all BAs/locations worldwide
  - Conduct regular supplier evaluation with main stakeholders
  - Identify, initiate, accompany and tender regularly based on alignment with internal customer (i.e. Operations (Utilities), EHS, Facility Management, Controlling, Corporate Functions). Tender onboarding by qualification via Bidders list. Balancing risk and chances by hedging/fixing prices according Risk positions and Purchasing Strategy
  - Monitor the respective markets, regulations & search for innovations
  - Actively influence the sourcing process through:
    1. Supply market analysis / supplier selection
    2. Negotiation of prices and closure of contracts
    3. 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
- Responsibility for monthly controlling and correction of local data and target achievement



직무-아이디  
**REF85591X**

지사  
**Yang Pu Qu**

리더십 레벨  
**Leading Self**

근무 유형  
**Onsite Job**

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

- 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.

## 지원자 프로파일

- Management skills, tools and techniques which ensures a strategic, profit and resulted oriented handling (Balanced Scorecard, Benchmarking, etc.)
- Human relations skills (team skills, conflict management, open-mindedness, networking)
- Communication skills, including Presentation and Negotiation techniques to operate in different cultures
- Problem solving and decision making tools and techniques
- Project management skills, tools and techniques
- Procurement Process and Product Life Cycle (PLC) knowledge
- Purchasing Management (including standards of Quality system requirements, policies and norms (IATF 16949/ VDA 6.1)
- Risk Management
- Technical understanding of specific components
- Commercial knowledge, includes contract law etc.
- Knowledge of supplier market in respective area of responsibility
- Appropriate level of language skills to deal with internal and external stakeholders (in case it is required)
- ERP system (SAP) for order management in case required for function

## 채우 조건

- University degree in Economics/Technical studies or relevant professional experience
- 2-3 years of experience in related purchasing functions
- Manage sourcing projects development of electricity/natural gas/solar PV/battery for 30+ sites in eight countries (China/Australia/Singapore/ Philippines/Malaysia/Thailand/ India/Japan)
- Leading Self
- Capability to negotiate and operate with different cultures
- Experience in working with international teams on Purchasing issues
- Understanding for different foreign cultures (Asia)









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## 기업 소개

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