

# Reginal Category Manager APAC-Cleaning & Security Services

## Descrição da função

Derive strategy and actions for managed categories based on internal stakeholder, business needs and market situation

- Develop a material and supplier strategy:

  - Conduct market / internal demand analysis and benchmarks

  - Drive the strategy definition process with cross-functional partners

  - Ensure that Continentals requirements are reflected in the strategy

  - Document and implement the strategy in all BAs/locations

worldwide

- Conduct regular supplier evaluation with main stakeholders

Guide, support and train internal stakeholders to execute by using right tools, methods and processes

Ensure the alignment and implementation of the category strategy within the organization (e.g., communicate sourcing market trends, category results)

Ensure that suppliers fulfill the legal requirements by applying Continentals processes, tools and templates

- Support escalations at internal and external stakeholder

Actively influence the sourcing process through:

- Supply market analysis / supplier selection

- Negotiation of prices and closure of contracts

- 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

Monthly controlling and correction of local data and target achievement

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"



Identificação da vaga  
**REF86554W**

Local  
**Yang Pu Qu**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Onsite Job**

Pessoa jurídica  
**Continental Holding China Co., Ltd.**

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.

## **Requisitos**

- Management skills, tools and techniques which ensures a strategic, profit and result 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 19649/ 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

## **O que oferecemos**

- University degree in Economics/Technical studies or relevant professional experience
- 10+ years of experience in indirect material purchasing function
- 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)
- Good English communication skills









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## **Quem somos**

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 euro and currently employs more than 200,000 people in 56 countries and markets.