

# Regional Category Lead NPM EMEA Packaging & Special Products

## Vos activités

### Missions and Purpose of this position:

ONE ContiTech – The first choice for material driven solutions.

Are you interested in shaping the future of ContiTech together with a great team?

Please join us and contribute to our goals with your new role as Regional Cluster Manager NPM ContiTech for Region EMEA within Purchasing@ContiTech.

The Regional Cluster Manager NPM is responsible for the regional NPM Strategic Sourcing in the area of special products like packaging, release agent, wrapping tapes, nylon mandrels, foils...

Lead of the Regional Category Managers and Buyers in the regions of EMEA is part of the responsibility.

The Regional Cluster approach creates a mutual added Value for all internal Customers in terms of commercial, logistical and processual Enhancements by providing Expertise and Best Practices around the needs of the internal Customers as well as strengthening the relationship to strategic Business Partners (internally and externally).

### Your tasks

- **PURCHASING STRATEGY:** Development and implementation of **Purchasing Strategies** in alignment with all respective stakeholders, the Regional Head of NPM EMEA as well as the Head of NPM Purchasing.
- **SOURCING PROJECTS:** Push and guide the identification, initiation and tendering of **regional Projects** in cooperation with our internal Customers and the respective purchasing responsible functions (e. g. Regional Categories, Sourcing Centers, etc.).
- **LEADING:** **Managing the Regional roles** assigned to that position based on the leadership principles of ContiTech.
- **POOLING & SUPPLIER REDUCTION:** Push the Execution of Market Intelligence studies and ensure the ideal balance of **Competition and Pooling** through supplier reduction to achieve a maximum cost reduction contribution and best possible synergy effects.



Référence  
**REF89472W**

Domaine fonctionnel  
**Purchasing**

Site  
**Veliki Crljeni**

Niveau de leadership  
**Leading People**

Flexibilité du poste  
**Hybrid Job**

Unité légale  
**Kolubara-Univerzal D.O.O.**

- **SUPPLIER RELATIONSHIP MANAGEMENT:** Prioritize the development and promotion of **Global Strategic Suppliers** based on our requirements (SRM, Sustainability, Quality). Support Strategic Supplier Meetings helping to achieve additional benefits in the future.
- **CONTRACTS:** Target on increasing number of favorable **Regional Price and Framework Agreements** in legal, logistical and commercial terms in close alignment with stakeholders and assure the implementation in respective regions.
- **KPI's:** Define, implement and track relevant **KPI's** on a regional scale according to the ContiTech Target & KPI settings and process.
- **COMPLIANCE:** Ensure **Compliance** with Business Partner Code of Conduct, Continental Ethics and Values and all Corporate Guidelines.

## Votre profil

### Your profile

- Academic degree in business administration, engineering or comparable qualification
- Minimum 5 years of professional experience in Purchasing of large companies with international background, preferably in technical purchasing (NPM area) with verifiable success
- Experience in project management
- Leadership experiences mandatory
- Knowledge of MS Office tools as well as in SAP R/3 + S/4 and World Class Sourcing Platforms
- Excellent communication skills, both verbal and written, in German and English are essential.
- Further languages beneficial (e. g. France, Spanish)
- Affinity for cooperation with people and intercultural competences
- Strong negotiating skills, persuasion and communication skills
- Ability to work under pressure, driving execution
- Creativity, reliability, integrity, teamwork, operates with global perspective
- Willingness to travel worldwide

## Notre offre

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

## A propos de nous

### About us

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.

Guided by the vision of being the customer's first choice for material-driven solutions, the ContiTech group sector focuses on development competence and material expertise for products and systems made of rubber, plastics, metal, and fabrics. These can also be equipped with electronic components in order to optimize them functionally for individual services. ContiTech's industrial growth areas are primarily in the areas of energy, agriculture, construction, and surfaces. In addition, ContiTech serves the automotive and transportation industries as well as rail transport.