Strategic Category Buyer for Employee Service Americas

Jūsų užduotys

We are looking for a **Strategic Category Buyer** to lead sourcing and procurement strategies for the **Employee Services** category across the Americas region. This role will be responsible for developing category strategies, managing strategic supplier relationships, and delivering value through cost optimization, operational excellence, risk management, and stakeholder satisfaction.

The scope includes categories such as fleet management, security services, canteen services, employee transportation, and other employee related services.

Execute the purchasing process for indirect services within the Employee Services category, including fleet management, security services, canteen services, employee transportation, and related areas.

Act as interface and represent the interests of Continental and the Purchasing Community towards all internal and external stakeholders.

Understands the business and purchasing strategy to derive actions for own managed category

Guide, support and train local and central stakeholders to execute with the right tools, methods and processes

Develop and sustain (supplier) strategy for respective integrated category in alignment with all relevant stakeholders and supervisors and in compliance with all relevant purchasing processes, guidelines and procedures

' Understand multiple data management systems and manage data analytics for the respective integrated category (identify spend profile and concentration, estimate / predict demand etc)

Turns strategy into concrete actions and tangible goals as well as defining, monitoring and reporting relevant KPIs to track progress where applicable

Ensures stakeholder satisfaction through transparent and early communication / involvement

Analysis of the global supplier market and conduction of benchmark analysis to derive actions for the global supplier portfolio

Performs annual and regular negotiations to constantly improve the cost situation for respective integrated category, actively drives improvement or Total Cost of Ownership programs with suppliers

Ensure Compliance with Business Partner Code of Conduct, Continental Ethics and Values and all Corporate Guidelines

Darbo ID
REF99418N

Darbo sritis
Pirkimas

Vieta
Jundiaí

Lyderystės lygis
Leading Self

Darbo laiko lankstumas
Hybrid Job

Darbo laikas
Visas etatas

Juridinis asmuo
Continental do Brasil Produtos Automotivos Ltda.

Reikalavimai

- Bachelor's degree in Engineering, Business Administration, Supply Chain Management, or a related field
- Proven experience in indirect procurement, category management, strategic sourcing, project management, or related roles
- Strong negotiation, communication, stakeholder management, and presentation skills.
- Demonstrated ability to collaborate effectively and influence cross-functional teams in a matrix organization
- Solid understanding of service cost structures and pricing models, including cost breakdown analysis, cost transparency, and value optimization
- Experience in supplier sourcing, tendering, contract negotiation, and supplier performance management
- Proficiency in SAP and other procurement-related systems
- Fluent English (written and spoken) is required; Spanish is a strong plus

Mes siūlome

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

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Continental develops pioneering technologies and services for the sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machinery, traffic and transportation. In 2022, Continental generated sales of 39.4 billion euros and currently employs around 200 thousand people in 57 countries and markets.