

Royal DSM

The Challenge

- *As Purchasing Specialist you will develop and implement sourcing activities for the M&T sites in line with the targets set in the annual Purchasing plan and based on internal and external market and spend analysis. Lead development and implementation of the annual Purchasing plan for specific Raw Material segment in line with the Purchasing strategy for Direct Spend and assign priorities for sourcing, sustainability and innovation projects.*
- Enable timely purchase and availability of raw materials, with the Purchasing team by making sure that the right suppliers and contracts are brought in place and by driving the required performance at external partners together with the Supplier Quality Assurance group.

The Position

Key areas of accountability/responsibility

1. Contribute Actively to Business Purchasing Plan (BPP) by developing and implementing saving opportunities. Report status of Saving initiatives per quarter
2. Develop and manage relationship with strategic suppliers and track their performance
 - Prepare and lead fact based negotiation and select strategic suppliers (Supplier Segmentation)
 - Manage relationship with strategic suppliers
 - Continuously track supplier performance of strategic suppliers according to the guidelines of the supplier evaluation and audit policies.
 - Lead strategic supplier development activities within the Region; set up cross-functional review meetings with strategic suppliers in order to improve performance and further reduce costs
 - Initiate strategic supplier audits
 - Identify potential contract improvements opportunities.
 - Anticipate market/price trends and translation of these findings into appropriate forward purchase behavior in line with the Global Strategic Buyer.
3. Support the Local buyers, the regional/local operational buyers, and be accountable for cross-functional team management within the spend area of responsibility.
4. Ensure the strategy implementation of the assigned strategic purchasing products / companies within the region and own spend.
 - Responsible for breaking down organizational barriers and communicating overall sourcing within the spend area.
 - Ensure strong network within the organization to allow for the successful sourcing strategy development and implementation through close engagement of business users.
5. Oversee the development and execution of strategies through the strategic sourcing methodology (SSM) and process to select Regional/Local key suppliers for the specific spend area. Manage collaboration for knowledge sharing and proper communication with Local Buyers within the spend area by implementing the Global strategy and deep spend area expertise.
 - Validate the decision documents
 - Provide expert input on Regional/Local meetings
6. Measure and track internal performance of assigned strategic purchasing products/companies.
 - Track forecasted vs. actual savings for strategic purchasing products/companies
 - Responsible for communicating performance against these measures.
7. Manage relationship with internal customers.

- Collect and manage internal customers feedback to identify further TCO reduction opportunities.
 - Support the internal customers with market information on the relevant product groups, including continuous follow on market prices, trends, product availability, supply and demand factors. Assist the Global Strategic Buyer in building transparency on historic and future market prices, market trends.
 - Improve and reinforce DNP's purchasing network profile and recognition within the internal customer community.
 - Build credibility across internal customer community by providing them with the required expertise and support for all sourcing related activities.
8. Ensure the use of strategic sourcing processes, best practices, and creative thinking.
 9. Proactively inform Regional business and commercial managers concerning supply situation and other product related issues that could be used to gain a competitive advantage versus competition.
 10. Coordinate cooperation with Legal Department.

The Ideal

- *Bachelor degree*
- *Fluency in English*
- Strategic Sourcing Methodology and negotiation courses.

Experience and good knowledge of Supply chain, Operations, Marketing and Sales.