

Regional Purchasing Manager

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Company: Antal International

Location: Romania

Category: other-general

Job Description **Job Purpose** The Regional Purchasing Manager plays a crucial role in developing and implementing a regional purchasing strategy for goods and services. This position aims to achieve organizational profitability, efficient risk management, and continuous improvement to support the client's business objectives while minimizing the total cost.

Responsibilities:

Develop and execute the regional sourcing strategy for purchases, ensuring organizational profitability.

Draft and review contracts, agreements, terms and conditions, leading negotiations, and monitoring the approval process.

Consolidate, control, and analyze the annual purchasing budget.

Develop and maintain an updated purchasing and supplier risk mapping, conducting continuous risk assessments.

Develop and monitor contingency plans to mitigate potential risks.

Monitor the regional supplier performance management process.

Actively contribute to the improvement of regional supplier performance, fostering strong relationships with suppliers, and overseeing regional supplier audits.

Prepare, communicate, and review regional purchasing Key Performance Indicators (KPIs), defining continuous improvement plans.

Lead and develop team members both within direct responsibility and across the wider organization.

Requirements:

Education:

Master's degree in business administration, Management, Supply Chain Management, or related fields.

Engineering degree (industrial).

Experience:

5-10 years in a similar position in an industrial environment (experience in the automotive sector is desired).

Functional and Technical Competencies:

Purchasing strategies, processes, and procedures.

Negotiation skills.

Sourcing techniques.

Suppliers' relationship management.

National and international import/export legislation.

Legal norms (contracts).

Basic accounting and finance.

Continuous improvement techniques.

Quality & EHS standards.

Analytical and problem-solving skills.

Organizational skills.

Budgeting & Cost estimating.

Project Management.

Risk Management.

Technical Skills:

Proficient in MS Office Software (Excel, Word, PPT).

Experience with ERP applications.

Language:

Proficiency in English is a must.

Soft Skills:

Communication.

Building Relationships.

Self-Development.

Managing Performance.

Personal Effectiveness.

Business Skills.

Leading people.

Developing others.

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