



**Category Buyer  
Division Food (m/w)  
South Germany  
10-443-DE-R04**

**Our Client**

Is active world wide, offering its clients specialized in-flight services with the most efficient full-service solutions at a top quality. The group consists of 4 divisions with more than 200 customer service centers in 51 countries. The in-flight service management business exists almost 70 years. Over the past two decades in particular, our client has considerably expanded its worldwide presence. He has developed specialized skills in the planning, implementation and management of all processes related to in-flight services. That includes the design, development, procurement and logistics related to in-flight services equipment. Today, the company offers an extensive range of in-flight products and services with unsurpassed quality and reliability.

**Main Responsibilities**

- ▶ Develop the supplier portfolio to enable a competitive, quality & timely response to the customer market
- ▶ Ensure constant monitoring of the market for defined product portfolio
- ▶ Integrate strategic suppliers to improve product development & speed to market
- ▶ Engage, leverage knowledge of own organization and suppliers to deploy specification and demand levers and generate innovations from the supply market
- ▶ Develop and execute appropriate regional/national supply strategies in cross-functional teams, ensuring implementation of results (suppliers, contracts)
- ▶ Lead negotiations to successful conclusion in line with strategic objectives
- ▶ Ensure cost-efficient international sourcing of products according to specifications
- ▶ Establish contact to key suppliers worldwide; monitor and enhance ongoing performance of these partners; steer the contracting of related product portfolio processes
- ▶ Plan, implement and control the cost and budget and savings targets in the area of responsibility;
- ▶ Integrate suppliers in areas of product development & logistics to improve speed to market
- ▶ Initiate & assure value engineering & design analysis exercises for the category lines assigned to generate and deliver cost savings whilst maintaining and/or improving specification
- ▶ Select, initiate and lead process optimisation improvement initiatives within the supply base and product development projects for new and customised designed equipment lines to deliver new, competitive product to market

**Main Requirements**

- ▶ Min. 5 years experience in procurement, supply chain or category management
- ▶ Very good project management skills in international and cross-entity settings
- ▶ Excellent understanding of category management and strategic sourcing approaches
- ▶ Very good problem-solving and analytical skills
- ▶ Ability to lead and motivate cross-functional and cross-entity teams in and outside his/her control to outstanding levels of performance
- ▶ Skillful in handling all stakeholder groups and creating networks also in difficult set-ups
- ▶ Good oral and written communication and presentation skills

**Language** German (fluent), English (negotiation level)

**Reporting** Vice President Procurement Food & Beverage

**Location** South Germany

**Conditions** Compensation package between 70 - 90 k€  
Other social benefits

Interested candidates are invited to send their application with reference to 10-443-DE-R04 (CV in English or German, school certificate and testimonials) to: [\*\*sven@e-bigfish.com\*\*](mailto:sven@e-bigfish.com)