



STRATEGIC AND TECHNICAL PURCHASER

COMMERCIALISATION OF NEW TECHNOLOGIES - ELECTRICAL POWER AND CONTROL SYSTEMS

Our client is a major international knowledge organisation who is a leader in their technical field.

The company, which is based in mid-Jutland, is experiencing strong growth and is about to implement new growth initiatives.

The company faces a number of demanding and exciting challenges organisationally, and attracting and developing skilled and dedicated employees continues to be the path to success.

As part of a new strategic approach, a candidate with strong technical and negotiating skills is being sought for a newly created position. The job gives you the opportunity to significantly influence the company's future product platform and ambitious goals.

Reporting directly to the Director, you will be responsible for creating a supplier portfolio that meets the commercial targets, and will have ownership of strategic business cases targeting suppliers.

Your prime responsibility will be to develop strategies to ensure commercial success with new technologies. You will play an important role in cooperation with the management of the RGD organisation, and ensure qualified feedback from the supplier side to the design process. You will have the opportunity to significantly influence developments in the area of electrical power and control systems, and have primary responsibility for sourcing and conducting technologically intensive negotiations at the executive level, worldwide. Once framework agreements have been negotiated and established, these will be transferred to the central purchasing department.

The general success criterion is that you have established a supplier portfolio within a two-year period which enables the launch of new technologies in line with commercial targets as described in the business cases.

You have a background in electrical engineering, supplemented by a commercial education. You have experience in strategic purchasing and strategic work in general, and extensive experience with technically and commercially intensive negotiations at the executive level.

You are a straightforward person with a strong character who can deal with people at all levels of the organisation. You are excellent at communicating and building relationships, creative, and a skilled commercial negotiator. You are well organised, and ensure plans and deadlines are realised. The job requires that you can handle a high degree of complexity, and are fluent in written and spoken English.

An attractive salary and terms of employment will be negotiated individually, and you should expect up to 60 days of travel abroad annually.

If you believe the position matches your goals and experience, please send your application and CV to job@frontpeople.dk, reference no. STP1010.

If you have any questions, you are welcome to contact us on tel. +45 7519 1938.

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