

United Arab Emirates Jobs Expertini®

Manager Procurement SSEA, CIS & MEA Commercial

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Company: Philip Morris International

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Be a part of a revolutionary change At PMI, we've chosen to do something incredible. We're totally transforming our business and building our future on one clear purpose – to deliver a smoke-free future. With huge change, comes huge opportunity. So, wherever you join us, you'll enjoy the freedom to dream up and deliver better, brighter solutions and the space to move your career forward in endlessly different directions. We are looking for a dedicated Manager Proc. SSEA, CIS & MEA Commercial to join the regional Procurement team, based in Dubai. As a Manager Proc. SSEA, CIS & MEA Commercial, you will be responsible to build the regional categories deployment plans and improve quality of market demand management. Your "day to day":

- ACCOUNTABILITY 1 Category Strategy and Contribution & Risk Management
- Formulate category strategies that fits overall business functions strategies (regional) and objectives, that delivers, cost effective solutions and provides commercial leadership in value management and other initiatives aimed at reducing the total cost of ownership.
- Contribute to Global category strategy and orchestrate the necessary workshops – Global categories and top Markets - to develop the deployment plans and agree on cost targets. Prioritize together with Global Categories strategy roll out.
- Accountable deploy risk management strategies in the regions and monitor risk to reduce potential risk exposure. Sustainable Contribution Pipeline
- Develop and sustain long-range incremental productivity pipeline focusing on Cost reduction / prevention and collaborating with Markets in productivities identification and deployment
- Identify opportunities of standardization of business requirements across the Region (wherever applicable), leverage on standardization to gain cost efficiency within the regional spend.

Stakeholder Engagement•Through robust governance framework get the region ready to deploy effective regional stakeholder management framework to ensure buy-in and qualitative deployment of global / regional category sourcing strategies and deployment of sourcing plans on regional and market levels. ACCOUNTABILITY 2Markets knowledge•Develop and capitalize on market knowledge within assigned categories to anticipate Business needs and translate them into category and sourcing strategies.

ACCOUNTABILITY 3 Demand Management and Sourcing Plan•Build category projects pipeline based on business stakeholders demands provided by Procurement Accounts. Focus on sustainable contribution, value creation and boosting of category management standardization, leveraging on best-in-class practices. Ensure timely realization of category sourcing plan. Regional Spend Management. •Through the deployment framework enable Finance OB and RF cycles, providing latest updates on regional procurement contribution initiatives and cost information (cost drivers trends and materials/ services prices).

ACCOUNTABILITY 4Negotiation & Partnership•Master negotiation and proactively build cost category levers. Coordinate and steer critical negotiations and lead complex ones. Anticipate results and align with stakeholders on possible negotiation outcomes. •Establish cross-functional cooperation to boost cost efficiency (including productivity): idea generation, feasibility study and further realization. ACCOUNTABILITY 5Contractual Framework

•Master legal templates to encompass local legislative requirements, Business' needs, RSP principles, IP rights, company protection and exclusivity clauses. Escalation management of legal templates when applicable. •Drive the deployment of contractual models / golden samples with strategic suppliers and / or within strategic scope. ACCOUNTABILITY 6Supplier Relationship Management (SRM)•Formulates and implements supplier development strategies as part of each approved category strategy and builds relationships for the long term with key business suppliers.Sustainability•Engage core suppliers and core business stakeholders to generate and deploy Sustainability initiatives. Accountable for region success on ZDM and RSP. ACCOUNTABILITY 7Procurement Process •Encourage a Lean way of working between categories and markets to improve current way of working.

Who we're looking for:-You have University degree in any relevant subject, MBA degree or Diploma from a recognized Procurement Institute is an asset-You have 10 years of experience in procurement strategic role, preferably across commercial categories-Exposure to a multinational environment, preferably within FMCG company-In-depth understanding of best-in-class procurement practices (category management, strategies, bench marking, should-

cost models, RFx).-Exposure to a multinational environment.-Excellent interpersonal and communications skills.-Proven ability to adapt to a fast paced, constantly changing environment. The ideal candidate will be an analytical leader with indirect procurement experience in complex, international, and technical environments. The individual needs strong communication skills and the experience to influence and support cross-functional stakeholder groups across all levels of the organization. The ideal candidate takes initiative and demonstrates ownership in driving business goals, while being agile to manage change in a rapidly developing IMS category/procurement organization. Key leadership traits required include the ability to influence and form strong partnerships with local, regional, and global business leaders in managing multiple complex and competing priorities simultaneously. The ideal candidate must have strong written and presentation skills. What we offerOur success depends on the people who come to work every single day with a sense of purpose and an appetite for progress. Join PMI and you too can: • Seize the freedom to define your future and ours. We'll empower you to take risks, experiment and explore. • Be part of an inclusive, diverse culture, where everyone's contribution is respected; collaborate with some of the world's best people and feel like you belong. • Pursue your ambitions and develop your skills with a global business – our staggering size and scale provides endless opportunities to progress. • Take pride in delivering our promise to society: to deliver a smoke-free future.

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