

# Group Digital Procurement HW SW and Indirect Manager

## Engineering Group

### Our proposal:

Envision your future job: in line with our mission, we want to innovate the way procurement role is interpreted and managed in the market, leveraging on “cross functional” skills, behaviors , and new opportunities offered by emerging technologies,

The Group Digital Procurement HW, SW and Indirect Manager is responsible for **developing and executing** the procurement strategy for the HW SW and Indirect spend categories across the group. Indirect spending is mainly represented by Marketing, People related costs, G&A

This includes identifying opportunities in the dynamic market, managing the sourcing, contracting, and supplier relationship management, for providing resources to be incorporated in our Digital Solutions delivered to our Clients, and internally used by our Departments; The role also involves collaborating with internal stakeholders and external partners to ensure alignment between business objectives and procurement best practices.

### Key Responsibilities:

- Define and implement the **procurement strategy for HW SW and Indirect category**, ensuring alignment with the group's strategic goals and compliance with policies and regulations;
- Drive **Digitalisation continuous improvement and best practice**, contributing to the development of procurement policies, processes, and tools including the best use of Artificial intelligence;
- Lead the **sourcing and contracting activities** for the professional services category, including market research, supplier selection, negotiation, contract drafting, and standard contract management, designing and leveraging on new Digital Tools being implemented;
- Develop and maintain **strong relationships** with key suppliers and internal stakeholders, ensuring effective communication, knowledge sharing, collaboration, and performance management;
- Identify and **deliver value creation**, and innovation opportunities within the professional services category, leveraging data analysis, market intelligence, and benchmarking.
- **Monitor and manage the risks** and opportunities associated with the professional services category, ensuring mitigation plans and contingency actions are in place.

### Qualifications and Experience:

- Fluent English speaking and writing;
- Bachelor's degree in business, finance, or related field. Master's degree or professional certification in procurement or supply chain management is preferred;
- Proven working experience as a Procurement Manager or Procurement Officer;

- Knowledge of sourcing and procurement techniques as well as a dexterity in “reading” the market;
- Talent in negotiations and networking;
- Good knowledge of supplier or third party management software;
- Aptitude in decision-making and working with numbers;
- Experience in collecting and analyzing data;
- Strong leadership capabilities;

#### What do we look for in our people:

- **Ambition**, in pursuing big goals and investing in continuous improvement;
- **Ownership**, in proactively anticipating and facing challenges;
- **Transparency**, in communicating openly and providing constructive feedback;
- **Working together**, open to discussion, encouraging collective and common objectives achievements.

#### Challenges and Opportunities:

As a leader in the Procurement area, the candidate will find ways to overcome challenges and seize opportunities that can improve performance, efficiency, and value proposition. In particular:

- **Team management:** lead and develop diverse and cross-functional teams of up to 20 people, ensuring clear communication, alignment, and collaboration. The candidate is expected to foster the company culture of ambition. Working together, entrepreneurship and transparency;
- **Supplier consolidation:** by negotiating contracts and partnerships with key suppliers, leveraging economies of scale, volume discounts, and long-term relationships. standardize the supplier evaluation and selection process, reducing complexity and variability;
- **Digitalization:** the candidate is expecting to promote the use of new digital tools and platforms to enhance the visibility, agility, and resilience of our supply chain. Initiate and lead the adoption of cloud-based solutions, that will enable supplier selection, real-time data analysis, reporting, and decision making. Leveraging on artificial intelligence, machine learning, and blockchain technologies to optimize demand forecasting, inventory management, and traceability;
- **New way of working:** the candidate will operate in a changing and Tech dynamic environment and will demonstrated flexibility, creativity, and innovation in finding solutions to the emerging challenges and opportunities, supporting remote and hybrid work models, ensuring the safety, well-being, and productivity of the team.

Site: Milan.

Invia il tuo CV