

On behalf of **ROCHE DIAGNOSTICS**, global leader in the in vitro diagnostics business, to strengthen the Procurement Department, we are currently looking for the:

PROCUREMENT BUSINESS PARTNER / BUYER ***Diagnostics Solutions, Laboratory Reagents & Instruments***

Reporting to the Procurement Lead, you will be a key member of the Finance, IT and Business Operations Team.

Beyond your area of responsibilities, you will be jointly accountable for the Commercial Finance Operations transformation journey, fostering an environment that promotes collaboration and a customer centricity that inspires and motivates teams to develop and adopt an agile way of working.

Acting as a strategic partner with a strong entrepreneurial mindset who can influence and enable decisions, you will thrive in a fast-paced high-performing environment, where you can and will challenge the status quo, and be challenged.

In this position, you will be responsible for driving development and implementation of categories sourcing strategies, leading activities for specific categories (*Diagnostics Solutions, Laboratory Reagents & Instruments*), supporting and contributing to the effectiveness of the commercial strategy.

You will work in close collaboration with Finance, Commercial, Marketing, Technical, Regulatory & Quality and Legal teams being a strategic partner gathering and translating business needs and priorities into actions ensuring an innovative and optimal investment of the company resources.

With your strong negotiation skills, supplier relationship management capabilities and strategic decision-making approach you will support and contribute to the company sustainability strategy mid-long term.

MAIN RESPONSIBILITIES

- Develop a good knowledge about the suppliers market, **market trend** and **innovations** in the assigned categories;
- Drive and ensure an effective and proactive **scouting process** of **strategic partners** on the reference market;
- **Co-create sourcing strategies** with internal stakeholders gathering business needs and ensuring adherence to the procurement policy;
- Implement and execute robust yet agile and fit-for-purpose sourcing processes contributing to the effectiveness of the overall strategy, thereby ensure all activities are lead in efficient outcomes;
- Plan and implement **source to pay activities** in accordance with the defined strategy; leading the sourcing process through the application of tools (RfIs, RfQs, RfPs) for the delivery of operational sourcing activity, including the application of **eSourcing tools**. Support the implementation of new processes and technologies;
- Ensure ownership in analyzing the commercial suppliers' proposal and leading the **negotiation process** based on the established strategy;
- Oversee and ensure an effective and timely process for the supplier contract set-up, in coordination with the other involved functions, in order to carry out all activities for the services / products activation applying the company directives in terms of procurement policy and legal framework;
- Being responsible for the **supplier relationship management** establish a fruitful collaboration aimed to increase the efficiency, improve commercial conditions, search and implement new approaches and technologies;
- **Contribute to** the **supplier** performance review, **due diligence** and **risk assessment** translating insights into actionable plans to remediated issues and improve quality;

- Liaise with the Tender Procurement Specialists to produce actionable information to acquire 3rd party solutions and products fitting at the best with business requirements in participating to the tenders in the market;
- Collaborate across the different functional areas strengthening the networking to deliver better outcomes and overcome barriers;
- Collaborate and actively contribute to the **international procurement working groups** strengthening the networking to deliver better outcomes and overcome barriers;
- Co-own the procurement vision, strategy, strategic goals and follow up on their implementation.

MAIN REQUIREMENTS

- Master's Degree;
- At least 2 years of experience in a similar position, within **multinational environment**, ideally in **Diagnostics or Medical Devices industry**;
- Excellent knowledge of **Source to Pay fundamentals** and good attitude to deal with **innovative technologies**;
- Ability to understand business context and to apply judgment towards prioritization and decision-making;
- Excellent negotiation capability, problem solving, business acumen, result orientation and organizational skills;
- Passion for change, simplification and process improvement, as well as the ability to see through complexity and identify and remove waste;
- Strong interpersonal skills, collaboration, and influencing skills and ability to build trusting and productive relationships;
- Entrepreneurial spirit and curiosity that is inspirational to others, generating ideas and seeing them through to action;
- Fluent English, both written and spoken.

LOCATION: Monza + policy Smart Working

Invia il tuo CV