

MEA SOURCING STRATEGY MANAGER (F/M) ISSY-LES-MOULINEAUX

WORKING FOR BUYIN

Founded in 2011 by Deutsche Telekom and Orange, BuyIn delivers strategic procurement services combining more than 25 billion euros of annual spend. This leads to sustainable economies of scale and savings based on analytics and benchmarks across millions of price points in 40+ markets.

The Middle East & Africa (MEA) team is created to develop alternative procurement processes targeting Orange MEA specific needs to improve efficiency and performance.



YOUR RESPONSIBILITIES

As a MEA sourcing strategy manager (f/m), you are in charge of defining the Middle-East and Africa Negotiation Roadmap, covering 18 affiliates and identifying MEA-related additional savings opportunities cross-domain, cross-country and cross-supplier by leveraging all available sources of information and procurement methods as well as inventing new ones, using internal/external analysts.

This includes the following tasks:

- Manage the Sourcing Demand Process (3PO) in collaboration with Orange corporate entities (technology and finance) and the Executives members of the affiliates (CFOs, CTOs, CPOs)
- Structure and analyze the Sourcing data in order to define the MEA specific negotiation roadmap
- Set-up deals bundling cross-domains, cross-countries and cross-suppliers
- Get formal approval of the roadmap by affiliates Executives (CTOs)
- Ensure full implementation of the negotiation roadmap with the support of BuyIn sourcers

YOUR PROFILE

You hold a University degree or MBA in the area of Procurement, Business Administration, Economics, Business Information Technology or a qualification of the same level.

You also possess the following skills and experience:

- 10+ years work experience in local procurement entity (marketing, procurement or supply chain)
- Knowledge and understanding of the worldwide mobile industry and a local Telco entity
- Strong business judgment, sales and entrepreneurial attitude to successfully support negotiations
- Ability to think and work cross-functional at different management levels to create value
- Strong consultant mindset reflected in excellent communication, storyline and presentation skills
- Autonomous work in multi-cultural environment and quick adaptability to changing market
- Data crunching expertise
- Fluency in English & French, other language is a plus

YOUR CHANCE

In our business, we create innovative IT and telecommunications solutions. Flat hierarchies, a medium-sized company structure, simple workflows: BuyIn gives you the opportunity to actively realize your potential in an innovative and flexible working environment.

Join our team – we look forward to hearing from you [contact join.us@buyin.pro]

Special Needs candidates will be considered preferentially in case of equal qualification.