

# Vendor & Process Manager (m/f) Devices & Partnerships (DP) 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.

Devices & Partnerships bears worldwide commercial responsibility for the categories Mobile Handsets & Tablets, Data Card & Mobile BroadBand, Connected Devices and Wearables/Accessories for the benefit and on behalf of DT and Orange footprint.



## YOUR RESPONSIBILITIES

As a Vendor and Process Manager (m/f) you are responsible for negotiating group frame contracts for Orange and Deutsche Telekom in close alignment and support of your internal stake holders and our legal department. You commercially manage the Orange Europe and MEA portfolio processes.

- Negotiate contracts with best terms and conditions to minimize risks but also meet commercial and services strategies of our two mother companies and their affiliates.
- Analyze and compare contractual T&C's, assess those and amend existing contracts to today's business environment.
- Perform active contract controlling and manage change requests for contracts in place
- Manage and steer the Orange Europe and MEA device selection process in close alignment with Orange group.

## YOUR PROFILE

You hold a University degree or an 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:

- Experience in contract negotiation
- Experience in Procurement, retail or key account management of 5+ years minimum
- Strong negotiation, analytical thinking and procurement skills
- Experience in setup, coordination and execution of complex processes and or larger projects
- Knowledge of telecommunication technologies
- Capacity to work on a multi-cultural and fast-changing environment
- Fluency in English and French, German as a plus
- Willingness to travel

## 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 [[join.us@buyin.pro](mailto:join.us@buyin.pro)]!

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