



## Ideal Standard

Job Title	CATEGORY MANAGER PACKAGING		
Department	Procurement		
Country	IT	City	Milan
Job type	Permanent	Work schedule	Full-time

### Responsibilities & Accountability

The role of Category Manager is to develop and deploy the relevant sourcing strategies across the business in order to drive value creation and minimise total cost of ownership. The role involves establishing and building appropriate relationships with internal stakeholders located in Europe and key suppliers to achieve goals and develop best practices.

The Packaging category represents a spend of 15m€ composed of mostly of corrugated materials, timber, plastics.

Your key tasks will include:

- Developing and implementing, using multifunctional/cross country teams, long-term strategic procurement plans
- Being the sourcing expert for the specified category and acts as the escalation point for major problems and issues.
- Developing and maintaining flexible sourcing strategies that adapt and respond to changes in both external market and internal demand.
- Performing supply market analysis and monitors supply markets. Benchmarking industry and evaluating new opportunities to be included in the sourcing strategies and supplier selection process.
- Managing strategic supplier evaluation process and selecting suppliers using a cross-functional sourcing team.
- Leading negotiation, reviewing and selecting suppliers for major contractual agreements within the category.
- Managing change within the contract and transition to new contract arrangements.
- Developing Supplier Relationship Management with strategic partners in order to maximize value creation in line with the needs of Ideal Standard
- Stimulating a culture of continuous improvement, constantly re-evaluating better ways of doing things.



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- Developing relationships with stakeholders at all levels and ensures internal customer satisfaction
- Building and maintaining the Packaging saving pipeline
- Tracking status/benefits, supplier performance and compliance relative to targets.
- Developing budget forecast, cost projections and "Total Cost of Ownership" model for materials/services in the category.
- Managing supply risk through the identification of internal and external risks, and the development of mitigating actions.
- Identifying opportunities to implement best-in-class approaches to reduce TCO.
- Coordinating and driving local activities and projects to assure consistency with the procurement strategy to meet the overall procurement plan

### Candidate Profile

- Successful track record of category management experience gained at group/HQ-level roles
- Extensive and demonstrable experience with primary AND secondary packaging
- Experience working in an international environment
- Successful stakeholder management
- Supply market knowledge and experience relevant to the category
- Experience of active leadership of cross-functional project teams across multiple countries
- Strong negotiating skills and experience of applying these in high volume negotiations
- Strong change management, risk assessment and mitigation skills
- Experience with procurement KPI's, development of balanced score-cards that link with business objectives and priorities
- Robust financial understanding required to support ad-hoc and ongoing analytical and cost budgeting exercises
- Degree in business/ other related discipline
- Experience in Project management
- Strong command of English
- Strong MS Office literacy



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#### How to Apply

Interested candidates should apply by sending an up-to-date CV (in English) at [talent@idealstandard.com](mailto:talent@idealstandard.com) with "CM Packaging" in the subject line. By submitting your application, you acknowledge that you have read and agree to our [Applicants Privacy Policy](#). All inquiries and applications will be treated with the utmost discretion.

#### Not interested?

[Send us](#) your up-to-date CV today! Our recruitment team will contact you immediately should a career opportunity arise which is relevant to your profile.