

## Procurement Manager

<b>Job Title:</b> Procurement Manager	<b>Area:</b> Commercial
<b>Manager:</b> KFW Head of Floating Procurement	<b>Department:</b> General Procurement
<b>Professional Category:</b> E1	<b>Country:</b> South Korea

### GENERAL DESCRIPTION

The Procurement Manager will assist or lead in commercial negotiations and contract delivery for the area of responsibility, aiming to achieve the best cost-effective conditions, lowering risk and ensuring the delivery of all products and services required for the different phases of the projects on time, on budget and with the relevant performance and delivery guarantees

The candidate must demonstrate the focus and drive dedicated to the development and execution of the commercial and contracting strategy and the value creating for the Company across simultaneous projects in several geographies.

### MAIN ACCOUNTABILITIES

- **PROCUREMENT PROCESSES** - Implement and manage and lead procurement processes in accordance with department guidelines, playing a pivotal role and involving as required other company areas such as legal, finance, technical or project management. These processes range from the identification of a product or service to the negotiation, assessment and awarding, reporting and obtaining the company approval. This also includes challenging the scopes of work to determine where unnecessary costs can be avoided or more value can be captured.
- **CONTRACTS MANAGEMENT** - Control and manage the contract negotiation, assisting not only the commercial, but technical and legal discussions, maintaining and holistic view of the contract, the company requirements, the risk and aiming to achieve best commercial conditions.
- **SUPPLIERS MANAGEMENT** - In accordance with department guidelines the procurement manager will be the focal point for all communications with suppliers for any particular procurement process.
- **MARKET ANALYSIS** - Analyses trends and forecasts within the market with respect to suppliers, prices, quality, availability or technological change. Understand supplier's capability to deliver products and services according to requirements and to find alternatives within the supplychain .
- **COMPLIANCE** - Develop, monitor and improve project policies regarding procurement, procure to pay, etc.

## Procurement Manager

- **REPORTING** - Responsible for reporting to the Offshore Commercial Director and the different projects as the case may be.
- **BUDGET AND PROGRAMME CONTROL** - Responsible for compliance and regular follow up of budgets and programmes under its area of responsibility and advise and mitigate on potential deviations.

### ACADEMIC BACKGROUND

Degree in Engineering, Commercial or Law.

### LANGUAGES

Fluent in English. Ability to read, write and speak other languages will be a plus.

### PROFESSIONAL EXPERIENCE

- More than 8 years of experience. Solid skills and experience with sourcing of complex projects.
- Experience in managing complex negotiations or contract management will be highly evaluated.

### KNOWLEDGE

- Knowledge of procurement and supply chain management
- Knowledge of FIDIC contracts will be a plus

### SKILLS

- Negotiation and analytical skills
- Willingness to work with contracts, pricing analysis and other department of the company
- Excellent communication, report writing and presentation skills and the ability to communicate effectively at all levels. Have a positive, result-oriented and proactive approach to wide range of tasks.
- Ability to challenge and influence
- Accountable, organised and able to prioritise

### OTHER REQUIREMENTS

Job location will be Ulsan/Seoul (South Korea). Flexibility to travel is required up to 25% of the time.