

Procurement Manager (Marketing & Sales Procurement)

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All cities, Bosnia and Herzegovina

Full-time

Company Description

Looking to level up your career by working with an ambitious global team? Want to play a key role in the success of a growing healthcare and technology company?

Our businesses - Press Ganey, Forsta and Rio SEO -- are breaking down silos to explore and understand the full Human Experience (HX) of our clients' target audiences, which include patients, consumers, employees across an array of industries including healthcare, technology, retail, and consumer goods and services. We deliver groundbreaking experience and research technology, unmatched expertise, and real impact for ambitious leaders globally.

- Opportunity to work in a fast-paced, market leading SaaS company, with colleagues and customers from all over the world and an experienced executive leadership team
- Exciting challenges in an international environment
- Competitive salary and regular performance reviews
- Flexible location and Hybrid working environment - work some days from home
- Benefits like health care, annual bonuses, employee referral bonuses, Employee Support Program, Internal Mobility program and many more....

Job Description

We're looking for a Procurement Manager to join us in Bosnia and Herzegovina.

This role is to primarily manage the third-party expenditure for PG Forsta in the specific field of Marketing and Sales Categories. This will include Marketing and Sales Events along with tools to support both business areas. This role will also support the identification and delivery of group wide synergies across PG Forsta. Working in conjunction with other Managers in multiple countries, this role will require the candidate to manage the strategic procurement process on behalf of the IT Procurement functions internal customers.

This role is expected to work on an international basis both independently and as part of a leading multifunctional team. The individual within this role will be expected to be a proactive, self-starter, demonstrating a high degree of creativity and desire to raise the bar and work outside of their comfort zone.

Key responsibilities:

- Development and ownership of Procurement Category Strategy
- Delivery of bought in goods and services at the lowest ultimate cost
- Managing the Procurement process to meet audit and compliance requirements
- Managing the relationship with internal customers to meet / exceed expectations
- Identification and delivery of synergies and savings benefits across all businesses in PG Forsta
- Leading and coordinating of sourcing activities
- Supplier relationship management processes
- Clear communication of agreed strategy, purchasing updates, contract information
- Planning, coordination and prioritization of support for all activities and projects
- Ensuring the right contractual conditions are in place to manage PG Forsta risk

Key Relationships (Internal & External contacts):

- Customer: Key stakeholders, budget managers (Business Unit, Executive and Senior Management), Marketing and Sales Teams, CMO, COO
- VP Procurement
- Internal Suppliers: i.e. Legal, Audit, Insurance & Tax, Finance, IT
- External Suppliers: Current and potential providers of goods, services and advice to PG Forsta.

Qualifications

- Proven track record of leadership, prioritisation and managing under pressure
- Broad experience of building and leading Tenders and Negotiations
- Ability to manage and analyse complex data under pressure
- Understanding of Cultural Differences and ability to cultivate win/win solutions.
- Awareness of Change Management Techniques and conversion into effective delivery
- Strong communication skills
- Excellent negotiation and strategic sourcing ability
- 10 years+ experience in contracting
- CIPS/BME qualified
- Demonstrable record in Outsourcing methodologies and strong understanding of TUPE issues
- 10+ years of International Procurement/category leadership experience within Marketing and Sales Categories
- Demonstrable experience of managing high value high complexity projects and/or sourcing processes/negotiations: Marketing Tools, Sales Tools, Marketing Events, Hotels and Exhibition
- Strong knowledge in Supplier Negotiation and Legal Contracts
- Understanding of key change drivers and knowledge and experience of harnessing them to maximize delivery
- Strong understanding of Marketing and Sales Procurement Markets in US and Europe
- Strong working knowledge of assisting with the negotiation of large corporate event contract and performance measurement management techniques / supplier relationship management techniques.

Additional Information

Don't meet every single requirement? Studies have shown that women and people of color are less likely to apply to jobs unless they meet every single qualification. At Press Ganey we are dedicated to building a diverse, inclusive and authentic workplace, so if you're excited about this role but your past experience doesn't align perfectly with every qualification in the job description, we encourage you to apply anyways. You may be just the right candidate for this or other roles.

Lokacija: Bosnia and Herzegovina

Datum objave: 16. Feb 2024.

Datum isteka: 17. Mar 2024.