

Ready for a change?

One great force drives people and enterprises: the will to succeed. We at Williams Lea – a subsidiary of Deutsche Post DHL – actively shape this success. With our approximately 9,000 employees around the world and turnover of € 1.3 billion, we implement and operate solutions for the information and communications management of large-scale international enterprises. To do so, we tackle the cross-media implementation of our clients' marketing communications, ranging from consulting to creation and procurement and all the way to distribution. Also, with our presentation services and project support, we provide them with assistance throughout their value-added chain. Join us and contribute your expertise, your skills and your knowledge.

As part of its continuing growth Williams Lea seeks at our location in Bonn, Munich or Stuttgart an ambitious and entrepreneurial

Category Manager – Marketing Print & POS (m/f)

Overall Role Purpose

The Category Manager will have proven knowledge, experience and a track record in the following areas for the Western European market and more specifically for the German/Swiss and Austrian local market:

- Commercial & Marketing Print: Sheetfed offset B1/B2, Digital print, Web offset
- Direct Mail
- POS

You manage relevant vendor sourcing activities, ensuring that maximum added value is derived from the sourcing processes adopted and that all targets are met or exceeded.

You manage the dependencies between sourcing and relevant business areas to ensure effective handovers, supplier liaison and involvement of the appropriate parties as part of deal transition.

You create and maintain supplier risk profiles and ensure the effective contribution to overall risk.

Core Tasks:

- Establish potential savings benefit for target clients arising from Williams Lea procurement model in relevant category spend
- Work with Williams Lea account teams to ensure that savings targets are met or exceeded in nominated accounts
- Take relevant products and services to market (utilising all relevant procurement tools, eg e-auction etc) to negotiate contracts (price and service) with relevant approved vendors, before handing contracts to Williams Lea account teams for administration
- Support the management of the transfer of production of products and services from incumbent suppliers to new vendors, when and where appropriate
- Support the programme of relevant information dissemination for all products and services to Williams Lea account teams and associated clients to ensure that account teams and clients have a well-informed understanding of potential value of, in particular, emerging technologies
- Work effectively as part of the pan-European Strategic Sourcing team, supporting policies, procedures and strategies
- Support Category Management response in developing and delivering proposals and presentations outlining value to target clients of Williams Lea's procurement management strategy
- Support Williams Lea Operations and Business development with insight and creative solutions when crafting bid responses

Please find the detailed job description attached.

Professional Requirements:

- Strong technical grounding in commercial print and multi-component, multi-material 3D permanent POS
- Experience of working with European vendor base, preferable Eastern Europe
- Fluent verbal and written German and English language skills
- Procurement qualification or experience
- Customer and market perspective
- Innovation and Change
- Ability to implement innovative sourcing strategies to maximise value and execute best in class deals
- Supplier communications and management in order to achieve leading commercial solutions
- Commercial experience
- Proven financial achievements - cost and income contribution
- Successful stakeholder and supplier management - internal & external

Personal Requirements:

- Self motivating & willingness to travel
- Awareness of or previous exposure to cultural differences and sensitivities
- Relationship and partnership approach
- Communication and Influencing skills
- Strong negotiation skills

Recruiting Contact:

Thomas Hartmair will be happy to answer your questions on telephone +49 (0) 228 24983-300 or by
E-Mail: Thomas.Hartmair@williamslea.com

Please apply online at www.dp-dhl.com/career quoting your earliest availability and desired salary.

We are looking forward to your application.