

Supplier Developer with commercial understanding

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Company: Alfa Laval

Location: Mexico City

Category: computer-and-mathematical

Strategic buyer for metalworking industry.

Working for Alfa Laval means that we are creating better everyday conditions for people, contributing to a more sustainable future through engineering and innovation.”

At Alfa Laval, we always go that extra mile to overcome the toughest challenges. Our driving force is to accelerate success for our customers, people, and planet. You can only do that by having dedicated people with a curious mind. Curiosity is the spark behind great ideas and great ideas drive progress.

As per a Global Company Alfa Laval is committed to secure our costumers requirements on quality, delivery, and cost levels. To make this effective as an Alfa Laval Strategic buyer you will work in a cross-cultural environment between México and USA.

As an Alfa Laval Strategic buyer, you:

Procurement and Supply Process will be responsible for providing any local sources for manufactured parts, raw material, equipment, and/or service necessary within ethical business practices and policies which may run from RFQ's, price review, inspections and follow up orders and shipments for our different business unit's operation.

Supplier Development; Initiate and drive corrective actions regarding Safety, Quality, Delivery, Cost. Conduct business negotiation and contracting according to global frame and conditions.

Supplier Management: Secure capacity at regional suppliers. Ensure proper supplier selection. Expand and maintain a reliable local supply base in accordance with our sustainability strategy

(climate impact, human rights, transparency in finance and operations).

Bring support to resolve discrepancies within logistics, pricing and accounting issues within Business Units and local Suppliers.

Negotiations and business: Responsible for deployment of “regional leverage” and support strategies based on relevant market research and analysis. Identify improvements and cost savings opportunities base on purchase related processes, new technologies, standardization efficiency etc.

Analysis and continuous improvement: Closely monitor supplier performance price, quality, and deliveries. As needed to act as driver on open orders and production schedules between local suppliers and Business Units to ensure on time deliveries.

Manufacture experience and industrial knowledge on equipment & tools, materials, processes, labor rates (such as cost per kilo of SS, CS, Galva, manufacture, machining, welding assembly rates).

Technical Knowledge You must be able to read and understand prints and specifications.

Teamwork: Active collaboration with engineering, manufacturing, quality assurance, and local vendors to secure business strategy alignment

To succeed in this job is essential to keep a very active communication with several stakeholders our factories, local suppliers, customers in USA, ability to identify new business opportunities and market the region as a global alternative.

You are.

Bachelor’s degree in business, engineering, or any related field with at least 8 years’ experience in sourcing, procurement and/or supplier development position.

Has manufacture experience on metal work industry with proven knowledge of fabrication processes, materials, specifications.

Strategic and analytical thinking, with a strong business and negotiation acumen.

Highly self-motivated and results-driven

Able to manage multiple projects and prioritization for a quick decision-making drive.

High communication and interpersonal skilled able to influence stakeholders within organization.

Proved English skills C1 or proficiency level with strong written and verbal communication skills.

Open to travel frequently 40%.

About our culture

Alfa Laval do not discriminate based on race, religion, national origin, gender, sexual orientation, age, marital status.

This is an important and exciting role that will require a professional capable to work in a hand's environment as well as show softer skills such as resilience, agility, work on high pressure, dynamic and constantly.

LocationTlalnepantla Edo Mex

Type of employment Hybrid

We offer you

The opportunity to work in a company of constant change that allows the employees to work with total ownership and accountability “

We'd love to hear from you by this media and do not hesitate to visit our local site at

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