

## Procurement Operations Manager

- **Fortune 100 Multi-National Company**
- **Strategic Planning Focus**
- **Attractive Package**

Our client is a Fortune 100 company and an industrial leader with diversified technology and business coverage all over the world. To help grow their business in the region, the company is seeking for an industry specialist to join their company.

The incumbent will report directly to the Supply Chain Director

### Responsibilities:

- Leads the sourcing and procurement operations organization, responsible for the sourcing, purchasing and delivering the OEM products for worldwide distribution.
- Manages the OEM sourcing of residential and light commercial air conditioning products for global distribution
- Manages the sourcing deals, pricing, contracts, delivery and quality for a complete procurement cycle, ensuring the commercial and cost saving benefits are realized at the P&L level
- Develops the sourcing strategies for global mini splits and executes the strategies effectively working closely with the internal stakeholders and customers
- Identifies opportunities for operational excellence with the focus on cost, lead time, quality, process efficiency and commercial benefits
- Develops best practice processes, and works together with Finance and IT to enhance the ordering tool set up
- Interacts with offices around the world to enhance the process of forecasting, ordering and delivery, as well as the quality controls
- Manages the performance of the China and Asia based OEM suppliers, able to deal with the top management level of the OEM suppliers

### Requirements:

- Bachelor's degree in Engineering, Materials Management, Supply Chain Management or related field from an accredited university. MBA preferred
- Minimum of 10 years of progressive experience in sourcing and procurement operations for high volume OEMs, preference will be given to residential and/or light commercial air conditioning system sourcing, under an international procurement organization
- Familiar with products such as mini splits, windows units, light commercial air conditioning units would be a strong plus
- Strong knowledge of Purchasing disciplines and best practices especially related to short lead time, build to order, competitive bid process, vendor evaluation and negotiations
- Experience with China sourcing and dealing with the China-based OEM manufacturers
- Demonstrated success in developing and fostering relationships with suppliers while driving lower costs, superior performance and continuous improvement
- Fluency in English and Mandarin, both written and spoken

To apply, please forward your resume quoting job reference no. GSI8919 to [lily.lee@gsiconsultants.com.hk](mailto:lily.lee@gsiconsultants.com.hk) or contact **Lily Lee** at +852 3755 5455. All applications will be treated with strict confidentiality. Only short-listed candidates will be notified.