

Job title:	Strategic Sourcing Manager
Department:	Purchasing
Reports to:	Head of Purchasing
Responsible for:	Buyer, Purchasing Admin
Location:	Warwick
Hours of Work:	37 hpw, 08:00 – 16:30 M-T, 08:00 – 13:00 F
Closing date:	

Our values:

We are part of the Terberg Environmental Group that has roots going back to 1869, part of the larger Terberg Group that is still family-owned. With family values at our core, we operate honestly and with integrity. We aim to represent our core values in all areas of our work. Our core values are: Customer Focus, Entrepreneurial Spirit, Flexibility, Innovation, Integrity, Quality and Sustainability.



Job Purpose:

Purchase goods, materials, and services to ensure that the company operational needs are met, considering price, quality, and delivery and to ensure continuity of supply. This role has greater responsibility and accountability than a Buyer and includes people management responsibility. This specific position will have a particular focus on Electronics, Electromechanical, and Hydraulics supply chain. Have direct responsibility for, and manage, Buyers , Junior Buyers and or Purchase Administrator/s.

Main Duties and Responsibilities:

- Ensure continuous supply of required goods and materials and communicate any supply problems which may pose a risk or impact on business operations
- Provide the link between Engineering and Purchasing, to ensure Engineering releases are actioned in a timely manner in support of planning project build activities.
- To define and execute the Dennis Eagle Purchasing Strategy for Electrical, Electro-mechanical, and Hydraulic commodities
- Monitor market trends, competitor strategies and market suppliers
- Research and evaluate areas of opportunity and reduce costs where possible
- Deliver project specific “Gateway” briefs, updates and reports as and when required.
- Negotiate contracts, improved prices and terms of business with suppliers and review opportunities to make business savings utilising negotiation and procurement best practice tools and methods
- Assess and evaluate suppliers and undertake performance reviews to ensure contract compliance and manage performance improvement activities
- Ensure that a professional and consistent approach is taken in relation to all supplier relationships



- Ensure compliance to company guidelines, purchasing policies and procedures and the Official Journal of the European Community (OJEU) guidance during supplier negotiations and contracts award process
- Explore alternate sources for goods and materials
- Assess tenders and quotations from potential suppliers
- Prepare purchase orders in line with final negotiations with selected suppliers and in line with organisational targets and requirements
- Contact suppliers to resolve price, quality, delivery, or invoice issues
- Work collaboratively and negotiate and engage with key internal stakeholders and suppliers regarding new projects, supplies and initiatives and advise of impact of change on purchasing and production activities
- Stay current and up to date on any changes that may affect the supply and demand of needed products and materials and advise others of any impact
- Identify and manage risk within designated commodities.
- Support product change requests and review and communicate the impact on capacity plans
- Comply with the Health and Safety

Accountabilities & Commitments Required:

- Have a strong understanding of a global supply chain in respect of Electronics, Harnesses, and Hydraulics
- Understand and articulate supply chain risks to the business, but with a mindset of offering solutions to problems.
- Develop a short – long term strategy for assigned commodities, and communicate this to key internal stakeholders to drive future sourcing decisions. With a particular focus on NPI
- Solid and fair negotiation with suppliers, with a largely data driven methodology to drive discussions.
- Ownership of suppliers performance. It is expected that you will be accountable for the performance of the suppliers that you select, and work collaboratively with the supply chain team to improve performance where needed.

Quality & Environmental Responsibilities:

Responsible for the management, compliance and upkeep of the quality & environmental procedures, records, and documents relevant to the role.

At Dennis Eagle we are proud to be an equal opportunities employer and a disability confident organisation. We are committed to fostering an inclusive workplace where diversity is celebrated. As part of our dedication to creating a supportive environment, we guarantee to interview all disabled applicants who meet the minimum criteria for the vacancy. We invite you to engage in an open conversation with us about how we can best support you and ensure that your unique skills and talents are recognised and valued. Your success is integral to our collective growth, and we look forward to working together to create a workplace that empowers everyone to thrive.

If you have any queries or would like to apply for the role, please contact the Recruitment team recruitment@dennis-eagle.co.uk



Criteria	(E)ssential / (D)esirable
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Knowledge	
• Purchase goods, materials, components, or services in line with specified cost, quality, and delivery targets	E
• Knowledge of Electronics and Electrical applications in manufacturing – looms, harnesses, PCB's	E
• Knowledge of Hydraulic Component supply chain	D
• Demonstrated ability to build a commodity strategy that aligns to the needs of the business both from a technical and objectives perspective	E

Experience	
• Contract management and supplier experience	E
• Proven purchasing experience, preferably within an automotive or manufacturing environment	E
• Risk management, cost reduction, commodity strategy development.	E

Education / Qualifications	
• No specific qualifications required, demonstrable experience critical	D

Job-related skills & abilities	
• To identify opportunities for improvement in the supply chain and internal business processes, for the value of the overall business	E
• Intermediate skills in excel and powerpoint	D
• Understanding of MRP, platform not essential if the context is understood	E
• Building and maintaining relationships with all stakeholders, internal and external. But equally adept at managing the closure of a commercial relationship.	E
• Strong negotiation, communication, and influencing skills	E
• Problem solver, with the ability to identify innovative solutions where necessary	E
• Results orientated, commercially astute, financially aware	E
• Team Player – we are nothing on our own	E

Other requirements	
• Ability to travel extensively throughout the UK & Europe	E
• Comply with the Health, Safety and Environmental Policies	E
• Embraces personal challenge	E
• Confident, rounded thinking	E
• Is self-aware, assertive, optimistic, and open to change	E
• Engages interest and participation of others and has a collaborative approach to working with others	E
• Proactively contributes to the team	E
• Resilient, self-motivated and able to work well under pressure	E

Please note that you may be asked to carry out tasks other than the above that are deemed by your manager to be appropriate, reasonable and within the remit of your role. You will be expected to carry out these ad hoc tasks as requested.



Employee name _____

Employee signature _____

Date _____

Manager name _____

Manager signature _____

Date _____

