

Sourcing / Business Development Manager

Company

Our company client is a French Group leading supplier to industry and construction business (B to B distribution). With the broadest product offer on the market and backed by the largest French and World manufacturers, our client assists its customers on a daily basis in the building & public works, industrial, public or private tertiary sectors.

A privileged partner in the building industry, an expert in technical solutions in the industrial sectors, the company offers its 450,000 European clients the best products and services. The professionalism of its teams, its efficient logistics and its network of 650 outlets provide matchless service.

Exclusive multi-product and multi-business retailer, the company who is an independent group established in Europe and North America, positions itself in relation to its size, its strength and its panel of commercial solutions as a leader in its markets.

In 2018, after 237 years, the Group has more than 13,000 employees worldwide and reaches a turnover of more than 3,8 Billion Euros.

Since 2003, the company has been established in Shanghai. The office based in Jing'An is in charge of coordinating sourcing and procurement activities all over Asia.

Responsibility

Missions

Reporting to Shanghai General Manager, you are in charge of developing and securing our procurement activities of Construction products in ASIA (tools, hardware, plumbing items, lighting, etc..). Final scope of action / products to be adjusted depending on candidate profile / business activity.

You are backed by a team of quality controllers all over Asia + Back Office + Sourcing team.

SOURCING

In line with the Global Purchasing and Sourcing Strategy developed by French HQ and with Group's values :

- Manage Sourcing and Supplier development all over Asia, supporting company's high expectations on service level and price competitiveness
- Develop capacity in the supply base to support our significant growth plans, including identification of new suppliers and development of existing suppliers to increase output
- Manage and improve our sourcing process (Suppliers datas and mapping, professional exhibitions visits...)
- Manage the follow up of Tenders all over Asia, with the help of sourcing team outside of China
- Manage product development in Asia with suppliers, including for private labels.

SUPPLY MANAGEMENT

- Negotiate best supply conditions (price, quality, delivery period, payment term, general purchase conditions...) with suppliers

- Identify and recommend purchasing process depending on sector and suppliers: negotiation period, terms to be negotiated, framework agreements
- Monitor existing suppliers by having regular reviews, alerting Merchandising and Product Managers in France of any non-compliance, developing corrective action plans
- Claim management
- Develop/validate audit, test and inspection plans designed to assure quality of suppliers and products based on a review of all applicable laws, safety standards, industry trends, risk assessments and historical performance data.
- Clearly instruct and train our own team of Quality Controllers over Asia about new products

BUSINESS INTELLIGENCE

- Identify and report business / sourcing opportunities, new products / technologies developed by Asian producers
- Product / Competitor's Benchmark

ORDER FOLLOW UP

- Ensure that orders follow up, from supplier to customer side, is consistent and efficient
- Set up KPI to evaluate suppliers

Requirement

- Graduated preferentially from Engineer or Business School / University
- 3 to 5 years mini of relevant work experience in import / purchasing areas with Asian suppliers and ideally for construction / industrial products: sourcing and negotiations skills in international environment
- Experience in settlement of framework agreements and partnership with Asian suppliers
- Familiar with international trade environment and regulations
- Familiar with B to B business
- Know how on "private label" products development with Chinese suppliers would be a plus

PERSONAL SKILLS

High adaptability skills and commitment level (frequent travels in China / Asia), integrity.

- Excellent communications skills in intercultural environment
- Proactive mentality. Hard working capacity.
- Autonomy in China

LANGUAGES

Both French and English need to be spoken fluently.

Chinese would be highly appreciated

Please send your resume to: sh-recruitment@ccifc.org