

Procurement Services Manager (North of England) - Fixed Term Contract

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Company: ENTEGRA

Location: United Kingdom

Category: management

Entegra are a leading procurement company based in the UK and globally, specialising in the purchase of food and non-food products for the hospitality and leisure industry. Our mission is to provide our clients with exceptional service and deliver significant cost savings through efficient procurement strategies. With our commitment to innovation and continuous improvement, we are dedicated to staying at the forefront of our industry. The Ideal Candidate: Excellent account management skills with the ability to identify and act upon opportunities to grow customer accounts and support cost reduction. Highly developed relationship management skills, with the ability to become a trusted advisor to customers and build strong commercial relationships. Strong commercial acumen, able to understand customers businesses and priorities and provide them with services and solutions which make a positive impact to their operational and financial success. Excellent and engaging presentation skills with the ability to present persuasively on a one to one and group level. Proven negotiation, persuasion and influencing skills. Strong analytical skills, able to confidently work with procurement analysts. Excellent communication skills, able to liaise effectively at all levels. Role Responsibility: This role is field based with regular travel across the region to conduct meetings with existing customers and those identified as prospects. The role will work to acquire a thorough understanding of customer needs, becoming a strategic partner and advisor that supports financial and operational objectives through the recommendation of bespoke procurement solutions. Working in conjunction with the Customer Support and Procurement teams to curate custom offerings that will unlock savings and drive efficiencies for customers, the role will be responsible for identifying solutions

that will be mutually beneficial to both customers, suppliers and Entegra to achieve growth and sales targets. The role will act as a brand ambassador for customers, internally, ensuring that all projects are delivered on time, on budget and to the highest standard to encourage long-lasting commercial relationships and repeat business. Package Description: Competitive salary + excellent benefits package. Location: Home and Field Based (UK). Closing Date: 30 April 2024.

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