

Supplier Business Manager

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Company: ic resources

Location: United Kingdom

Category: other-general

My client, a leading distributor of electronic components is looking to hire a Supplier Business Manager to support key suppliers across Europe and lead a team.

This role is based in Poland remotely.

Responsibilities

Serve as the main corporate point of contact for assigned suppliers at the company.

Advocate the company's value proposition to designated suppliers and communicate the products, plans, and objectives of these suppliers to the company's Sales and Product Marketing teams.

Coordinate all company activities related to suppliers, focusing on strategies that enhance growth and profitability.

Support the company's sales and marketing strategies and convey them to suppliers, collaborating on joint plans and programs to execute these strategies.

Facilitate communication of issues and opportunities between each assigned supplier and the company's management, Product Management, Asset, and Sales teams, working towards swift issue resolution and business opportunities.

Collaborate with divisional and district Sales Management, as well as Regional Product Management, to devise and implement supplier-specific sales strategies and tactics.

Work with Asset on inventory, commodity profiles, stocking packages, and inventory-related matters.

Develop annual corporate business plans for all assigned suppliers.

Lead the creation, in partnership with branch and district management teams, of annual branch business plans for the assigned supplier. Develop an annual cooperative marketing and advertising plan in collaboration with the company and Supplier marketing teams.

Collaborate with suppliers for continuous improvement of key business metrics.

Work with suppliers and the company's Information Systems and Marketing staff to automate business transactions and create mutually supportive website links and content.

Collaborate with suppliers and the company's Sales and Product Management to design, coordinate, and communicate appropriate product training and sales promotions.

Conduct quarterly business reviews with each core supplier and semi-annual or annual business reviews with other suppliers as needed.

Manage a small team of 2-3 individuals.

Requirements

Must speak fluent English

BSEE or equivalent degree

Established network in the electronics industry working with manufacturers TE

Connectivity, Molex, Amphenol etc...

Market knowledge of electronic components, specially PEMCO (passive, electromechanical or connectors)

Ability to travel

Contact Anna more information.

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