

# Example of Strategic Buyer Job Description

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Our growing company is searching for experienced candidates for the position of strategic buyer. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for strategic buyer

- Work with Supply Chain Process Manager & CQA to bring untapped supply base under Quarterly Nego Coverage
- Perform supplier market/category/supply risk analysis and develop Total Cost Ownership (TCO) models to identify improvement opportunities in media and programmatic – Media agencies and Media Buying across American markets
- Effectively manage supplier selection to meet quality, service, delivery, cost, risk mitigation, and supplier capabilities to meet requirements
- Actively negotiate with suppliers to address quality, delivery, price, or service discrepancies
- Effectively lead continuous improvement projects and ZEISS ACS Supplier Performance initiatives with supply base
- Develop comprehensive product cost driver tool to evaluate and negotiate prices
- Provide recommendations of alternative materials or new processes, which may bring technological advancement to product designs for the enhancement of ZEISS's competitive position
- Continually evaluate industry trends to determine potential impact on ZEISS and initiate action to ensure reliable continued flow of materials to the company
- Collaborate and develop strong relationships with other procurement, manufacturing, quality, and project management staff members in developing and implementing procurement policies, procedures, strategies, materials

- Engage corporate quality, business unit(s), and suppliers in the First Article Inspection process (FAI) to support product changes

## Qualifications for strategic buyer

- Exhibit skill in developing & managing contingency plans, risk factors, and interdependencies
- Successful track record in handling negotiations
- Fluency in spoken and written English and Finnish
- Fluency in spoken and written English and Swedish
- Fluency in spoken and written English and Russian
- Fluency in spoken and written English and Czech