



## Lead Buyer Software Services

BRUSSELS

### External Description

## Lead Buyer Software Services

### Context

Our procurement team is evolving into a high-impact procurement organization that develops as a strategic partner for the business. In this evolving context, we are recruiting a Lead Buyer Software Services who will help realize this transformation for both, domestic and global needs.

You will report to the Cluster Manager ICT and be responsible for the strategic procurement activities in this category.

### Your Mission

You will provide guidance, tactical support and strategic advice to the entire organization on matters related to ICT procurement. You will use market knowledge and Strategic Sourcing strategies when contracting suppliers. You comply with the Public Procurement Legislation and internal rules and procedures related to procurement. You negotiate and conclude these contracts by using the techniques of Strategic Sourcing in accordance with the Category Plans prepared by the Category Managers.

Within the scope of ICT are various domains of bpost: Outsourcing Services, Software & Applications, , Telecom Services, Client Devices and Cloud hyperscalers & Infrastructure Services. You manage procurement projects of various sizes within the Category in cooperation with a cross functional team.

## Tasks and responsibilities

### **Strategic Sourcing**

You work around the implementation of all aspects of the category strategy including setting up a strategic planning, a sourcing roadmap and exercising stakeholder management for projects you are assigned on;

You perform strategic sourcing for your (sub)categories with a focus on TCO optimisation and a deep understanding of the needs of the internal customers and bpost targets;

You are responsible for the implementation, management and optimisation of framework agreements and the execution of spot buys;

You maintain supplier relationships for the realisation of TCO optimisation including the implementation of improvement plans of the supplier performance.

### **Public Procurement Law**

You coordinate with your Cluster Manager to ensure that the implementation of your purchase is done in the most efficient way and in accordance with the Public Procurement Act as well as internal processes.

### **Supplier and customer relations**

You advise, challenge and support the internal customer in defining their needs, drawing up the budget and planning their procurement project. You communicate fluently and proactively with the internal customer regarding all information they need in that context (Stakeholder management). You maintain relationships with suppliers, prospect the market and evaluate existing suppliers in order to identify new opportunities for bpost within your procurement domain.

## **Your Profile**

In your role of ICT Lead Buyer, you are clearly a dynamic team player who combines a solid procurement expertise with strong interpersonal skills.

We highlight the following assets:

- At least 5 years of experience in tactical & strategic public procurement or a related role in a large company;
- Experience, ability and eagerness to co-write public tenders
- Motivated to drive transformation in a dynamic environment;
- Collaborative to a broad extent and goal-oriented mentality;
- Thorough knowledge of procurement and negotiation techniques: supplier sourcing, supplier negotiations, supplier selection, supplier management and development ...
- Expertise in ICT and awareness of industry trends and best practices in at least two of the following domains;
  - ü **Software & Applications** : SaaS & software licenses as well as T&C's
  - ü **Infrastructure Services** : data centre & hosting services, networking and server & storage
  - ü **Telecom** : fixed (cloud solutions) & mobile voice & data, LAN, Wi-Fi, leased lines and WAN connectivity
  - ü **Outsourcing Partners & Services** : application implementation, management & aftercare
  - ü **Client Devices** : printing & copy, scanning, small IT and workforce IT devices
- Familiar with the Strategic Sourcing approach: TCO mindset, opportunity identification, quantitative analysis, stakeholder management ...
- Preferably in-depth knowledge of public procurement law
- Knowledge of ERP and reporting techniques (Oracle, Business Objects)
- Thorough knowledge of English and Dutch or French
- Flexible to work on other procurement commodities as and when required

## Our offer

- Like a long-awaited parcel, we want to make you feel welcome and valued. Our offer includes:
- Competitive monthly salary
- Meal vouchers
- Hospitalization-, group- and disability insurances
- A phone subscription and company car
- 20 days of statutory leave and 7 additional extralegal days off
- An end-of-year and performance-based bonus and double holiday pay
- Many benefits from more than 100 bpost-partners

## Why bpostgroup?

bpostgroup is Belgium's leading postal operator and a growing parcel & omni-commerce logistics partner globally. With a focus on social and environmental sustainability, we aim to be a trusted guide in a changing world. As our newest team member you will:

- Become part of the bpostgroup family with a unique atmosphere and culture.
- Enjoy a dynamic work environment with a hybrid model allowing for flexibility.
- Have access to continuous learning and development opportunities.
- Have a direct impact on decision-making in an international success story.
- Thrive in a leadership culture centered on visioning, sense making, innovation, and relating, empowering you to lead effectively in our forward-thinking organization.

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**No match?**

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