

JOB POSITION | Herning, Denmark



At Nel Hydrogen our vision is to empower generations with clean energy forever and with renewable sourced hydrogen we are helping the world to transition away from fossil fuels. In our Danish division in Herning we are currently more than 130 employees and expect to continue a significant growth in the coming years. The company is a global frontrunner when it comes to the development and production of hydrogen fueling stations. The market for hydrogen stations will maintain its growth in the coming years, as large-scale production of hydrogen cars, busses and trucks will be launched in the coming years.

Category Manager/Strategic Purchaser with a strong Commercial and Technical mindset

Nel Hydrogen A/S Herning

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Purpose of the role:

For this new position, we are looking for a Category Manager/Strategic Purchaser with responsibility for several product groups, where some are considered being strategic product groups while others are considered as bottleneck.

The product groups include electrical, mechanical hydraulic and cooling components/systems.

The Hydrogen Fueling stations consist of both pressurized parts and electrical components/assemblies where the requirements for certificates and functionality is essential and where it is important to involve the supplier in order to develop the right products matching our current and future specifications and requirements.

It is important procurement is involved in the new product development process at the right time. Thru cooperation with our Engineers and the suppliers you ensure commercial focus are maintained, while you can understand the related technical dialogue. We see integrated product development, with involvement of supplier resources and knowledge base as an important tool to gain continued cost reductions and technological excellence. Both are pivotal to maintain and strengthen our market position.

You will be responsible for the commercial side and in close cooperation with your colleagues in Technology & Development (T&D) ensure that specifications and commercial contracts are described and accepted by our partners.

We believe that strong and long-term relations with our suppliers are important to gain our long-term success.

Your tasks will include

- In cooperation with management in Procurement and Logistics you will be responsible that procurement strategy for each of the product categories is defined and agreed
- Develop the mindset in the categories towards category management with total cost of ownership and life cycle cost focus
- Make sure that the dialogue with the suppliers, with whom we expect a long-term cooperation, and outlining of the commercial conditions, is done.
- Take care of supplier selection and evaluation in collaboration with the Operations and T&D stakeholders.
- Ensure that specifications are updated, communicated to and accepted by the suppliers.
- Be the company lead of negotiations with suppliers on commercial terms.
- Provide input on how the supply chain can be developed to minimize risks both in relation to 'single source' suppliers and to secure the future growth.
- Responsible for the purchasing master data within own products.
- Clarification of commercial conditions in relation to quality and invoice discrepancies.

The position refers to the Purchase and Logistic Director, and you will be one of four strategic and tactical purchasers in the department. In your daily job your interface with the organization will be cross-organisational with T&D, production, planning, inventory, and the quality function.

Your qualifications

We are looking for a candidate with a strong commercial acumen, and with several years of procurement of technical components or systems under your belt. Furthermore, you have acquired a great deal of technical insight through your work as a purchaser which enables you to have a qualified communication with T&D and suppliers about specifications and technical requirements. Your technical insights will ensure that you are a skilled negotiator of the commercial conditions related to the purchase process.

Your educational background is less relevant but may either come from the technical or commercial side but most importantly you have several years of proven experience in strategic procurement of technical components and systems.

Additionally, you are familiar with handling negotiations of commercial contracts and you are experienced in handling technical requirements specifications in relation to procurement.

In addition, your interpersonal skills are excellent, with deep skills within stakeholder management.

You must be able to manage Danish and English both in writing as well as orally. 10-30 travel days per year should be expected in connection with this position.

Salary based on qualifications.

Application and contact

Send your application and CV as soon as possible to: recruitment@nelhydrogen.com and mark it: **'Strategic Purchaser'**. Interviews will be held on an ongoing basis. Expected employment start aprox. November 1, 2020.

If you need additional information about the position, please feel free to contact Logistic and Purchase Director Morten Dalsgaard Pedersen on tel.: +45 2988 0973.

About Nel Hydrogen | www.nelhydrogen.com

Nel Hydrogen is a global, dedicated hydrogen company, delivering optimal solutions to produce, store and distribute hydrogen from renewable energy. We serve industries, energy, and gas companies with leading hydrogen technology. Since its foundation in 1927, Nel Hydrogen has a proud history of development and continual improvement of hydrogen plants. Our hydrogen solutions cover the entire value chain from hydrogen production technologies to manufacturing of hydrogen fueling stations, providing all fuel cell electric vehicles with the same fast fueling and long range as conventional vehicles today.