



PROTECTION IS EVERYTHING

POSITION: Buyer (Bids and Projects)
BASED AT: Weybridge, Surrey
REF NO: 169
Closing date for applications: 24 May 2019

Jankel Armouring Limited is a great place to work. The Company is evolving and growing in response to unprecedented success in supplying mission-critical vehicles, survivability systems and services to clients across the world, including Departments of Defence, Government Organisations, Non-Government Organisations and Original Equipment Manufacturers. Following the win of several major programs, we are now looking to strengthen our existing Procurement Team.

So where do you fit in?

The Bids and Projects Buyer will effectively manage key stakeholders internal and external to JAL. This will be delivered in part, through effective strategic procurement, supply chain planning and supplier management. This role is key to the organisation's growth both in the UK and internationally having full accountability and autonomy for supplier performance and delivery of strategic objectives.

The key focus of this role is to significantly develop and improve JAL's procurement influence on winning new business and delivering successful bids and projects to its customers.

Specific Responsibilities

- Support the sales function in winning new business through accurate cost estimating and development of concept bills of material.
- Single Point of Contact for the project team, managing procurement dependencies across Quality, Product Development, Logistics, Production and Legal departments, ensuring customer & supplier requirements are managed.
- Create the bid & project procurement strategies leading make / buy decisions, communicating clear cost, time and quality deliverables to key stakeholders.
- Supplier nomination, ensuring capacity and capability within the supply chain through robust evaluation of suppliers promoting long-term performance through strategic relationship management.
- Lead the planning of materials requirements to ensure timely deliveries within budget, working collaboratively with Category Buyers to manage exceptions.
- Management of production shortages, addressing through influence of others or resolving as a matter of priority.
- Responsible for creating and managing material budgets for your bids and projects.
- You will establish Bill of Materials costs for key stages of product maturity. You will identify and pursue all savings and cost efficiencies.
- Provide routine management reports demonstrating supply chain performance.
- Promote a design-for-manufacture culture through early supplier involvement and collaborative working with internal & external engineering teams.
- Manage subcontract risk and opportunities ensuring mitigation through use of effective terms of business.
- Take responsibility for high priority & urgent supplier performance issues that is having an impact on Jankel performance.
- Manage unique & critical suppliers to the bids and projects you are responsible for.

- Seek continual improvement, especially in relation to reducing costs and maintaining stock at an optimised level.

Key Relationships

- JAL leadership and management team.
- Category procurement team.
- Commercial – Sales and BD, Product Development, Project Management, Operations, Finance, Quality.
- Suppliers and outsource partners.

Let's talk about you!

We are seeking someone who has:

- CIPS preferred or currently studying for CIPS.
- Proven supply chain management experience within automotive, engineering and manufacturing industries.
- An excellent understanding of technical drawings, design intent and manufacturing processes.
- Ability to manage low-level maturity design and skilled in cost estimating.
- Planning & implementation skills, able to deliver to tight deadlines.
- Strong negotiator.
- Excellent oral and written communication skills.
- Excellent organisational skills with ability to manage conflicting priorities well.
- Full driving licence.
- Eligible for UK Security Clearance to minimum SC ('Secret') level.
- Demonstrates Jankel core competencies:
 - Team player and respect for others
 - Professional
 - Customer-focused
 - Flexibility and effectiveness under pressure
 - Results-focused
 - Communication and listening
 - Integrity and morality

Experience/Knowledge

- Experience in a strategic leadership role in Supply Chain Management.
- Extensive experience of strategic sourcing in the vehicle, engineering and production environment.
- Strong negotiator.
- Able to manage demanding external and internal stakeholders.
- Experience of multi-site purchasing requirements.
- Familiarity with defence procurement and commercial sales processes.

Other

Applicants should possess the following core competencies:

- Eligible for UK Security Clearance to minimum SC ('Secret') level.
- **Customer focussed** - displays pro-active approach to meeting both internal and external customer needs.
- **Results-focussed** - strong desire to achieve results and works hard to reach goals and targets. Seeks to achieve results which enhance business success.
- **Flexibility** - displays versatility and adaptability. Identifies need for change, develops new ideas, encourages and supports innovation. Reacts positively and with enthusiasm to change and improvement. Has capability to achieve results and manage workload even at peak of pressure. Self-manages to be highly effective even at times when workload is less.
- **Professional** - takes career seriously and considers the business dimensions of decisions carefully. Intellectually and analytically rigorous; displays high competence in chosen field and is trusted by the business to "do the right thing".

STRICTLY NO AGENCIES

Interested? Then apply by sending your CV to

Caroline Bayliss

HR Advisor

caroline.bayliss@jankel.com

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- **Integrity and morality** - acts with scrupulous honesty with customers, colleagues, and suppliers and everyone else they come into contact with in the workplace.
- **Communication and listening** - strong interpersonal skills; the appropriate use of written, oral, non-verbal and listening skills, with an ability to persuasively impart information and pick up on underlying messages.
- **Superior planning and organisation skills.**
- **Problem solving** - displays logic, creativity and pragmatism in resolving problems, requiring little supervision and using disciplined problem-solving methods.
- **Adaptability** - the ability to react to different circumstances whilst maintaining composure and focus on objectives; can be relied upon in tough situations and is able to constructively challenge the status quo to facilitate appropriate change.
- **Teamwork** - a strong team player with the ability to recognise and manage the team dynamic; demonstrates the ability to understand others motivations and actively assess their strengths and weaknesses, is aware of others workloads and responds accordingly.
- **Leadership** - strong leadership skills, conveying confidence, presence and a professional image at all levels within an organisation.
- Willing to travel in UK and internationally as required.

In return we offer a competitive salary plus quality benefits, including early finish on Friday afternoons.

Candidates must be eligible for UK Security Clearance to minimum SC ('Secret') level.

Role is based at our Company's offices in Weybridge, Surrey with requirement for occasional travel in the UK.

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Interested? Then apply by sending your CV to Caroline Bayliss

HR Advisor

caroline.bayliss@jankel.com

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Jankel is an armed forces-friendly organisation, recognising the value serving personnel, reservists, veterans and military families bring to our business