**Role Description & Person Profile**

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| **Role** |  |
| **Job title** | Senior Category Manager – Capital, Indirects & Packaging |
| **Division** | AB Agri Mono UK & IE |
| **Department** | Procurement |
| **Location** | Peterborough/Hybrid |
| **Team Structure**  Reports to, direct reports, etc**.** | Reports to Procurement Director  Direct reports – Category Manager (Capital & Indirects) x 1 |

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| **Description** |  |
| **Role Overview**  The contribution of the role to achieving the overall business objective. Span of impact.  Main purpose, focus of the role. | This role plays a key part in the leadership and development of the procurement function, both as a member of the Procurement Leadership Team and management of the Capital, Indirects & Packaging spend areas.  Directly contributing to the profitability of AB Agri Mono UK & IE through targeted cost savings, managing contractual risk, driving value, innovation and building relationships with key strategic suppliers.  The role holder will be responsible for developing the strategy and processes to ensure we deliver optimum value inan Indirects spend of c. £60m across 11 manufacturing sites. They will also be contributing to the extensive Capital agenda, ensuring we meet budget and compliance requirements as well as effectively managing Packaging spend |
| **Role Objectives**  The key responsibilities and key accountabilities of role. (5 to 10 areas) | **Functional Management**   * Lead the ongoing development and delivery of the procurement strategy within Capital, Indirects & Packaging, ensuring alignment to business strategy. * Manage, coach and mentor direct report * Contribute to the development of the Procurement function by identifying and delivering functional improvement initiatives, and leading team engagement * Ensure appropriate governance and compliance of procurement activities through the development and maintenance of procurement policies and procedures which are compliant with AB Agri & ABF corporate policies. * Drive contribution to the procurement Performance Improvement Plan (PIP) through team participation * Champion collaboration across AB Agri & ABF procurement to leverage buying power. * Anticipate supply challenges and put early resolution in place to mitigate supply challenges. * Contribute to creating an inclusive environment where all members of the team can thrive and contribute to both business and personal goals.   **Key activities**   * Identify and deliver opportunities for value creation in Indirects and Packaging spend areas, establishing ways of working to enable greater spend under control * Continue and develop engagement in the Capital process, ensuring Procurement are involved to add value and reduce risk. * Manage cost and risk, maximise opportunity and develop and implement procurement strategies for spend areas * Manage the full Procurement lifecycle from initial information gathering to competitive tendering to contractual sign and on-going supplier management. * Develop and lead supplier relationship management programmes with key strategic suppliers creating partnerships to develop additional value and performance improvements. * Champion the use of eSourcing and AI within the function * Work cross-functionally across AB Agri and ABF indirect Procurement teams with the focus on identifying value add and saving opportunities. * Ensure that AB Agri Mono is contractually protected, and suppliers are both financially and ethically validated. * Maintain stakeholder collaboration to ensure pipeline of activity within indirect spend. * Work closely with ABF legal to ensure contractual compliance. * Issue resolution within spend areas |
| **Key Stakeholders**  What are the challenges of the relationships, communication strategies required, etc | * AB Agri Mono UK Senior Leadership Team (SLT) * Head of Manufacturing * Head of Projects * Operation and Engineering Managers * Strategic suppliers * ABF Legal * Procurement and Supply Chain Divisional Finance |
| **Scope**  Depth, breath of knowledge application, ability to innovate, complexity of tasks, budgetary responsibility. | Overall accountability for:   * AB Agri Mono UK & IE Indirect and Capital spend including Logistics. * AB Agri Mono UK Packaging and sustainability targets * Delivering cost savings and avoidance. * Driving strategic relationships with suppliers * Managing risk (price/currency/contracts) * Communication with senior stakeholders * Development and engagement of the team * Supporting cross functional business projects |

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| **Person Profile/Knowledge**  Experience, any formal qualifications and necessary keys areas of knowledge or experience. | | |
| **Essential** | | **Desirable** |
| Degree level or equivalent in a relevant subject or CIPS Level 6/MCIPS qualified | | Good project Management skills |
| Previous line management experience with experience of coaching and developing a team. | | Experience of working within a manufacturing and or engineering environment. |
| Strong analytical and organisational skills with good commercial, contractual and legal awareness. | | MRP experience |
| Results orientated with ability to influence and translate opportunities for procurement initiatives to deliver financial benefit for the business, whilst demonstrating a continuous improvement mindset. | | Continuous Improvement and problem identification and resolution experience |
| Experience of negotiation and relationship building. | |  |
| Previous experience of delivering sourcing & category strategies, identify opportunities and communicating this with stakeholders effectively | |  |
| Experience of managing Procurement processes in Capital and Indirects | |  |
| Stakeholder management and influencing skills | |  |
| **Other Factors** | * This role will include travel to other UK sites and suppliers as required | |