**Role Description & Person Profile**

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| **Role** |  |
| **Job title** | Category Manager – Additives & Ingredients |
| **Division** | AB Agri Mono UK & IE |
| **Department** | Procurement |
| **Location** | Peterborough/Hybrid |
| **Team Structure**  Reports to, direct reports, etc**.** | Reports to Senior Category Manager |

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| **Description** |  |
| **Impact Statement**  The contribution of the role to achieving the overall business objective. Span of impact.  Main purpose, focus of the role. | This role has a direct impact on the profitability of AB Agri Mono through the effective Procurement of various Feed Additives and Ingredients/Raw materials.  The role holder will need to understand and apply market insights, manage risk and drive value through supplier and stakeholder relationships. They will be a high performer and a driven, organised individual with a passion for procurement and driving change. |
| **Role Objectives**  The key responsibilities and key accountabilities of role. (5 to 10 areas) | * Develop and implement procurement strategies for agreed Additives and Ingredients through an in-depth understanding of raw material markets and the broader commercial environment, * Deliver against the Procurement performance and budget targets * Develop and build on market expertise to drive value from challenging market conditions. * Develop a strategic approach to sourcing through appropriate category management tools, utilising e-Sourcing, SRM and value engineering * Maintain a close understanding of forecast and actual demand and in line with market insight and appropriate risk management strategy, develop forward cover positions for agreed raw materials * Develop effective relationships with suppliers, driving performance, service and value * Effectively manage risk and manage/support projects to deliver sustainability, cost reduction and growth ambitions within agreed categories * Work collaboratively: across ABAgri and ABF to drive further group value where appropriate * Effectively manage contracts and liaise with ABF Legal team where required |
| **Key Stakeholders**  What are the challenges of the relationships, communication strategies required, etc | Senior Category Manager  Procurement Leadership Team  Suppliers  Commercial, Technical, Finance, Supply chain and Manufacturing teams |
| **Scope**  Depth, breath of knowledge application, ability to innovate, complexity of tasks, budgetary responsibility. | As a member of the AB Agri Mono UK & IE Procurement Team the role holder will be responsible for;   * Managing Procurement of agreed materials with a spend of c. £60m * Contributing to the Procurement PIP Programme * Delivery of agreed Procurement targets * Driving effective stakeholder relationships |

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| **Person Profile** |  | **Essential or**  **Desirable** |
| **Knowledge**  Consider experience, any formal qualifications genuinely necessary or any key areas of knowledge. | Experience and in-depth understanding of Ingredient raw materials markets and Procurement  The ability to manage multiple projects and materials and develop effective working relationships with stakeholders  Experience of using category management and  e-Sourcing tools  Strong analytical and organisational skills with good commercial awareness and the ability to interpret market data & emerging trends  Experience in project management  Degree Level, or equivalent  Understanding/experience of working in agriculture and/or a manufacturing environment  Excellent financial analysis skills  CIPS professionally qualified | E  E  E  E  E  E    D  D  D |
| **Key Behaviours**  Consider which of our Guiding Principles are particularly relevant and also any role specific behaviours. | Ability to balance strategic thinking/big picture assessment, with a task focus and the drive to get the job done in line with agreed objectives and deadlines  Ability to identify, lead, implement procurement strategies across a range of materials  Results oriented, willing and able to make decisions and constructively challenge  Strong communicator, with excellent relationship building, persuasion and influencing skills  Positive energy and able to lead project teams to deliver results | E  E  E  E  E |
| **Other Factors**  Travel, shift working, HGV Licence, etc | Travel to other UK sites and suppliers as required so a driving license is essential |  |