



Our foresight. Your inspiration.  
Plant tomorrow's ideas.



## Procurement Professional

We are KWS and sow the future through our seeds.

A global company with an exclusive focus on seed improvement, present in over 70 countries. We have more than 160 years of experience.

Our essence, Make Yourself Grow, makes us great drivers of individual talents and encourages all those who like to act in an autonomous and sustainable way, taking responsibility for what they do.

Come to KWS and take the first step in a successful career.

Grow with us!

About the opportunity:

### Procurement Professional (m/f/d)

- Support to define and implement appropriate direct material category sourcing strategies aligned with Global Procurement.
- Establish / maintain value-adding relationships to vendors, thereby ensuring availability of products / services in scope of responsibility while optimizing procurement cost by leveraging consolidated business requirements and optimizing the quality of goods and services procured.
- The role is Regional (Americas).
- The role owns the commercial and coordinates the entire relationship to the local/regional vendors.

### About the Requirements:

- Support to define and implement direct category material sourcing strategies based on extensive knowledge of the relevant supply markets and consolidated business requirements.
- Responsibility for coordinating regional/local sourcing in Americas where no sourcing teams are installed.
- Connecting with and guiding regional teams and plants to execute and implement Procurement process, system and organization roll out.
- Support the Global Procurement Team (Expert Hub Procurement, ExH) on implementation of the Category Management processes for direct spend.
- Search for local suppliers in conjunction with ExH Procurement.
- Execute local RFQ's, on behalf or in conjunction with ExH Procurement.
- Negotiate, finalize, publish and maintain agreements / contracts with vendors.
- Provide support to the Global Category Managers as required.
- Provide support to the Business Units as required.
- Provide Global Category Managers with information of local market and its conditions for correct decision making at ExH Procurement Level.
- Support on implementation of SAP/Procurement systems enhancements.
- Identify and engage with all relevant stakeholders on behalf of ExH Procurement.
- Monitor procurement project timelines at regional levels.
- Identify key issues and risks during Procurement implementation process and support mitigation processes.
- Diffuse and "translate" Procurement communication to the Region.
- Provide or facilitate training to local stakeholders.
- Regular review, reporting and updates to ExH Procurement.
- Assist in collecting and validating data / information.
- Provide general liaison support in region.

- Enforce compliance: Receive and act upon guidance and direction on all procurement matters including governance, policies and strategies received from the ExH Procurement.

About the Skills:

**Education: Preferably academic degree in Supply Chain, Logistics, Industrial Engineering, Business Administration or adequate.**  
**Work Experience:**

- Several years working experience.
- Several years relevant experience in procurement at a multinational company, preferable in agricultural products or production.
- Experience in leading category sourcing activities, working in cross functional teams.
- Experience in managing complex contracts (cross regions).
- Preferential to have experience in shop-floor activity.
- Experience in relevant IT systems (MS Office, SAP and other).

**Technical know-how & qualifications:**

- Relevant technical, economical, and commercial knowledge at least in one of the following categories: Chemicals, Packaging, Field Services or Logistics.
- Understanding of eProcurement tools.
- Budget management skills.
- Project management skills.
- Negotiation skills.
- Time management skills.
- Computer literate (advanced Excel user).
- Fluent in Portuguese and English, written and spoken. Spanish is desirable.

What can you expect from KWS?

Remuneration compatible with the market.

Benefits such as Meal Card, Medical Assistance, Life Insurance, Transport Voucher and others.

Participation in Results.

In addition, we offer a friendly and familiar environment. Our doors are always open to listen to constructive ideas and opinions. Challenging projects and tasks are part of our routine and help us evolve, both personally and professionally.

KWS believes in diversity. We recognize differences as a path to growth. If you are a disabled person (PCD) and believe in your talent, are in search of opportunities and want to develop your potential, join our selection process.

Want to know more about KWS?

Go to: [www.kws-sementes.com](http://www.kws-sementes.com)

If you're intested in applying, please forward your resume to Etiéne Rodrigues at [etiene.rodrigues@kws.com](mailto:etiene.rodrigues@kws.com)

## About KWS

KWS is one of the world's leading plant breeding companies. With the tradition of family ownership, KWS has operated independently for more than 160 years. It focuses on plant breeding and the production and sale of seed for corn, sugar beet, cereals, potato, rapeseed and sunflowers. KWS uses leading-edge plant breeding methods. 5.147 employees represent KWS in more than 70 countries.

For more information: [www.kws.com](http://www.kws.com). Follow us on LinkedIn® at <https://linkedin.com/company/kwsgroup/>.