



VACANCY

Global Projects Negotiator

Job Summary

The Global Projects Negotiator reports to the Global Major Projects Manager and supports the Global Technology Teams in coordinating the negotiation process for all major capital expenditure projects worldwide. The incumbent will negotiate global agreements with key cement technology suppliers for main equipment and spare parts required for all new cement operations projects at Cemex.

Job Responsibilities

- Supports and coordinates the execution of the Procurement function for capital expenditure worldwide projects above \$15 M USD in order to ensure the CEMEX standard and guidelines application and take advantage of economies of scale.
- Plans and analyzes strategies for evaluating global equipment suppliers, engineering and construction companies in order to negotiate best terms and conditions with pre-approved suppliers to ensure the most competitive options in the market.
- Supports and coordinates multicultural negotiators, buyers and warehouse personnel teams during the project execution.
- Participates and controls the procurement process in order to ensure its performance, scope, time frame and budget committed.
- Proposes best added value proposal(s) based on in-depth category Total Cost Ownership (TCO) knowledge and analysis, shifting business opportunities.
- Manages and supports technical documents, business case documents, TCO models, should / due cost and price discipline models
- Coordinates and participates on strategic supplier relationships in order to be in continuous improvement of the Company's products and services, and to reducing costs.
- Supports Global Technology teams, since the study phases of each project (design criteria, approved technologies, potential suppliers and contractors), in order to ensure the right selection of technologies, equipment, engineering and construction companies according to the project scope and budget

Qualifications and Experience

- Bachelor's degree in Engineering, Architecture, Civil Engineering or equivalent
- At least 5 years industrial procurement experience (globally)

Knowledge, Skills, and Abilities

- Knowledge of supply chain processes and best practices including strategic sourcing, market analysis, contracting methodologies, risk analysis, principles of contract law and supplier performance management.
- Strong influencing and negotiation skills in order to interact with suppliers and co-workers in a team-based environment
- Analytical skills to aggregate, normalize and analyze spend data to identify trends and prioritize strategic procurement opportunities. Leveraging data and non-data driven insights to develop a point of view and facilitate decision making
- Ability to plan, organize, prioritize, establish targets, and develop implementation plans in support of business objectives
- Ability to build and maintain effective relationships with various disciplines and levels within the organization
- Ability to operate efficiently in a fast paced, challenging environment
- Financial analysis - economic profit, cash flow, time value of money, make versus buy, currency, payment terms impact, etc
- Strong networking, interpersonal and teamwork/collaboration skills
- Must be self-motivated and demonstrate strong written and verbal communication skills
- Proficient use of standard business software products such as Excel, Word, Power Point, SAP and or Oracle.

Interested persons may submit applications to the HR Manager, Caribbean Cement Company Ltd. . Email: scowell@caribcement.com no later than November 30, 2021.