

Procurement Manager

You will be responsible for the **procurement department** of Ascot International (1996) Ltd, negotiating supplier contracts and growing supplier partnerships.

Candidates' main role will be to **Identify** and work towards agreed buying initiatives. Responsible for **identifying new suppliers/products** and working with existing supplier accounts to **develop and plan strategies** for the company's growth.



Key Responsibilities &

Outcomes:

- ✓ Identify and execute business development plans for new & existing suppliers and/or core products.
- ✓ Regular travelling of the UK & ROW visiting existing and new potential supply partners and exhibitions.
- ✓ Research and plan new project opportunities.
- ✓ Identify and establish new partnerships with manufacturers.
- ✓ Manage and Develop Product Range to add to existing core range.
- ✓ Be able to identify gaps in the market and strategic gains for the company.
- ✓ Identify new products in the personal care and home care market.
- ✓ Monitoring the market and identify market potential, trend predictions.
- ✓ Supplier monitoring and approvals, securing long-term contracts and business.
- ✓ Forecasting for core range.



What you'll need – Qualifications &

Knowledge:

- ✓ 5+ Years' experience within a purchasing management/procurement development field-based position.
- ✓ Strong interpersonal and communication skills.
- ✓ The ability to work effectively in a fast-paced and dynamic environment.
- ✓ Prepare and execute account development plans and strategies.
- ✓ The ability to think outside of the box on new projects and present confidently to implement to the team.
- ✓ Management and team leadership skills.
- ✓ Candidate must have Analytic & Prospecting skills.
- ✓ Must have strong Outlook & Microsoft Office skills.

Desired skills, not essential:

- ✓ Experience in value added sales solutions.
- ✓ Worked in the chemical industry.
- ✓ CIPS Qualification or equivalent.



Ascot International (1996) Ltd

Ascot International is coming up to its 30th Birthday bringing many exciting opportunities for new business development.

Having just taken on a new adventure of 'Life Science' Structure, we are looking for fun, positive, driven individuals to grow this project and join our journey.

We are proud to be known for our can-do attitude and are rewarded in being our customers 'Go To' Person due to the relationships we build with both them and our suppliers globally.

If you are looking to for a new, stimulating opportunity and personal growth, Ascot is the **Home** for you.

Please send a covering letter and CV to our HR Manager, Roxanne, at HR@ascot1.com.

If selected for further conversations, we will be in touch within 7 days of application.

We look forward to hearing from you.



Ascot Incentives:

- ✓ **Full-Time:** Permanent (Monday – Friday – 40 Hours, Early finish on Friday)
- ✓ **Location:** Manchester, Hyde (Office Based, with required travel to customers & exhibitions)
- ✓ **Salary:** Negotiable, dependent on experience
- ✓ **Pension:** Company pension
- ✓ **Healthcare:** Healthcare package
- ✓ **Wellness:** Gym Membership & 24/7 Wellbeing support for you and your dependants
- ✓ **Other:** Bonus Structure based on Sales Activity

