

supplier development manager

naughtone designs beautiful yet restrained and functional furniture that appeals particularly to the architectural and design community. At naughtone, our entire team is passionate about design and maintaining the excellent quality of our products. We handle every stage of the process from design to manufacture and sales.

Naughtone furniture is used by some of the most influential brands in commerce and culture. We pride ourselves on responding to our clients varied needs as well as creating new furniture pieces based on our own observations of how we all live and work. We like to think that our products perform as you expect them to and are designed with just the right amount of familiarity to make them instantly understood and loved.

The role:

- To focus on building a continuously improving global vendor community that is part of an integrated and automated supply chain.
- To to meet, and continue to meet, the requirements of our customers with competitive total cost of supply.
- To create and implement best practice within a new supply and procurement team building process and approach, establishing supplier audit and KPJ measures to meet the demands of a fast-growing business.
- To support the new product development process and major product extension/enhancement programmes.
- Will also lead material cost improvement (value analysis) through the product and supply development process.
- Develop strategic relationships with supply base
- Develop and maintain strong working relationships with Product Development, Material Planning, Production, Operations and external suppliers
- Manage the material cost, lead-time, capital investment, design effort, quality and testing initiatives within the selected supply base
- Negotiate and analyse material costs and capital investments relative to targets
- Assist Finance in creating and maintaining product pricing models; maintain 'project book' of supplier quotes, correspondence, purchase orders, etc.
- Manage SQP audit process at suppliers and identify improvement plans(i.e., reliability, delivery performance and documentation)
- Jdentify and implement cost saving projects.
- Understand interpersonal relationships and impact of actions/decisions on suppliers and colleagues in all naughtone locations.
- On-going price negotiation
- Manage FSC and PEFC conformance.
- Create and maintain commodity reporting.
- Assistant Finance in creating and maintaining product pricing models.
- Analyse and prioritise cost saving opportunities.
- Jdentify and implement cost reductions.
- Jdentify and negotiate special pricing agreements.
- Re-sourcing exercises.
- Review vendor capacity vs forecast and actual plan.
- To maintain and produce a monthly scorecard for supplier development.

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Resource management

Financial: Influence on total costs of supply

Contacts and relationships

- Customer Care / Manufacturing and quality teams / Product manager / Production planner / Design and Engineering / Finance / Distribution / Vendors

Who we're looking for:

Essential:

- At least A level or equivalent
- Working knowledge of all aspects of business operations, including finance, accounting, legal, materials management etc.
- Strong negotiation skills
- Highly developed problem-solving skills
- Highly developed interpersonal communication skills
- Demonstrated ability to influence and lead others without formal authority
- Excellent verbal and written communication skills
- Excellent organisational skills
- Good knowledge of systems & process literacy.
- Self motivated 'Team Player' with disciplined & organised approach.
- Good Audit skills
- Able to make decisions in isolation considering the business impact.
- Able to work under pressure and produce timely work.
- Able to respond positively to change and adapt to meet new challenges.
- Flexible and prepared to travel to suppliers as required.
- Confident approach towards chairing meetings, giving presentations & conduct training at suppliers.

Preferred:

- CJPS Certificate in Purchasing
- An awareness and understanding of the office furniture industry.

Package is dependant on experience.

Please send your CV and covering letter to mark@naughtone.com

Click below to Apply

mark@naughtone.com