

Position Information

Role	Procurement Buyer
Reporting To	Head of Procurement
Job Location	France / UK

Masternaut Overview

We are a market leader in a high-growth, competitive technology industry. We created the field of vehicle telematics 20 years ago, and have maintained a leadership role in industry. Following a period of transformation and repositioning, Masternaut has launched an important growth strategy covering go-to-market, product, and a significant investment in talent.

We deliver an IoT solution which is invaluable to our customers in managing and optimising their fixed and mobile assets. The IoT solution includes high performance SaaS platforms, and a family of embedded devices which are installed in assets and vehicles to provide real-time telemetry data feeds. The solution helps our clients drive significant operational improvements: reducing fuel consumption, increasing vehicle utilisation (which reduces the number of vehicles on the road), and improving the safety and productivity of their staff. In 2016, our clients reduced fuel consumption by 90 million litres and avoided the release of 230 million kg of CO₂ into the atmosphere.

Within the rapidly expanding area of the Internet of Things (IoT), telematics is one of the most mature products with proven commercial application, delivering 3x to 5x ROI for our customers. We are a market leader in this developing industry with huge potential for positive impact on our communities. The adoption of telematics in commercial vehicles is still below 10% globally and growing rapidly.

We are backed by growth equity investors Summit Partners and Fleetcor Technologies.

Masternaut at a glance: 20 years in commercial vehicle telematics, 10,000+ customers, 300+ employees across Europe, €60m revenue.

Opportunity

Position in the organization:

The buyer is reporting to the head of Procurement, part of the CTO team.

She/He is part of the Procurement team, in charge of Masternaut's annual €30M procurement and supply chain operations, which represents a key focus areas to support Masternaut's growth and scalability strategy.

This new role reports directly to the head of procurement.

The procurement in Masternaut spans a number of different product areas:

- Hardware products manufactured for Masternaut by EMS partners, and sourcing of other third-party products.
- Technology components and data embedded in Masternaut products on a mix of commercial and open source licensing models (mapping, key software licenses, ...)
- Connectivity and other infrastructure necessary to host and run Masternaut products,

The successful candidate has experience in the electronics industry and a strong understanding of supply chain management concepts. He will need to work in close collaboration with Supply Chain, R&D, Finance, CS and Sales teams to achieve the objectives.

Key Responsibilities

The buyer is a key contributor to the procurement strategy and negotiate with suppliers by using all leverages to drive performance.

His/ Her key responsibilities are:

- **Identify purchasing needs in relation with Supply Chain, R&D (Hardware & Platform) teams.**
 - determine the purchasing need of the organization
 - collaborate with other functions in Masternaut to forecast demand and evaluate inventory levels
 - take order form within the organization
- **Negotiate with suppliers**
 - negotiate directly with vendors to get the best possible pricing and payment options
 - bid, award and administer project supply, services, and construction subcontracts and purchase orders to suppliers
 - cost management to identify areas of potential cost reduction
 - analyze the impact of pricing changes for hardware (components) and technologies & services
 - manage the parts in end of life with relevant action plan to secure the sales and aftersales
- **Supplier management**
 - build relationships with suppliers and manage their performance
 - conduct routine supplier business reviews
 - evaluate supplier performance and compliance
 - secure the suppliers panel of Masternaut (distressed suppliers, shortage management, OEL management...)
- **Sourcing activity contribution**
 - contribute to the sourcing activity, through RFP, RFQ process
 - realize the synthesis of the commercial offers
 - participate in suppliers audit
 - propose negotiation tactics to reach target and budget
- **Reporting of the performance and team organization:**
 - summarize cost reductions and report economic performance on a regular basis
 - record the price variations with the associated reasons
 - elaborate the budget and update all the actions related to cost-savings
 - Propose and implement improvement/progress
 - support the structuring of the procurement activity

Qualifications, Experience & Skills

Skills & experience:

- 4 years' experience in purchasing procurement
- Experience with Electronics, Plastic parts is Highly desirable, some understanding in data, services, and technology in the embedded device and SaaS product space could be an advantage.
- Deep understanding and professional experience with Purchasing Contracts
- Strong market knowledge and experience in working across various functions, businesses and regions
- Netsuite knowledge is a plus

Personal attributes:

- Fluent in English, French desirable
- Strong verbal and written communication skills
- Advanced skills with Google Drive, especially Google Sheet
- Excellent negotiation, customer service and consulting skills

- Excellent analytical and problem solving skills
- Openness and a sense of listening
- Performance-oriented / data-driven/ action plans / problem solving
- Ability to work in a multicultural environment

Short trips in France and / or abroad are expected.

Our Philosophy on Talent

With a Silicon Valley-like focus on building a high-growth, scalable technology business, we are looking for top talent that fits with our ambitious and fast-paced culture. When recruiting, we look for ambition, entrepreneurial spirit, demonstrated discipline in execution, and the potential for growth. In return, we offer a dynamic environment with like-minded team members, positioned in an exciting industry with great opportunities for professional growth.

We are fundamental believers that having the right people is critical to our success: attracting, developing, and retaining talent will always be a core focus at Masternaut.