

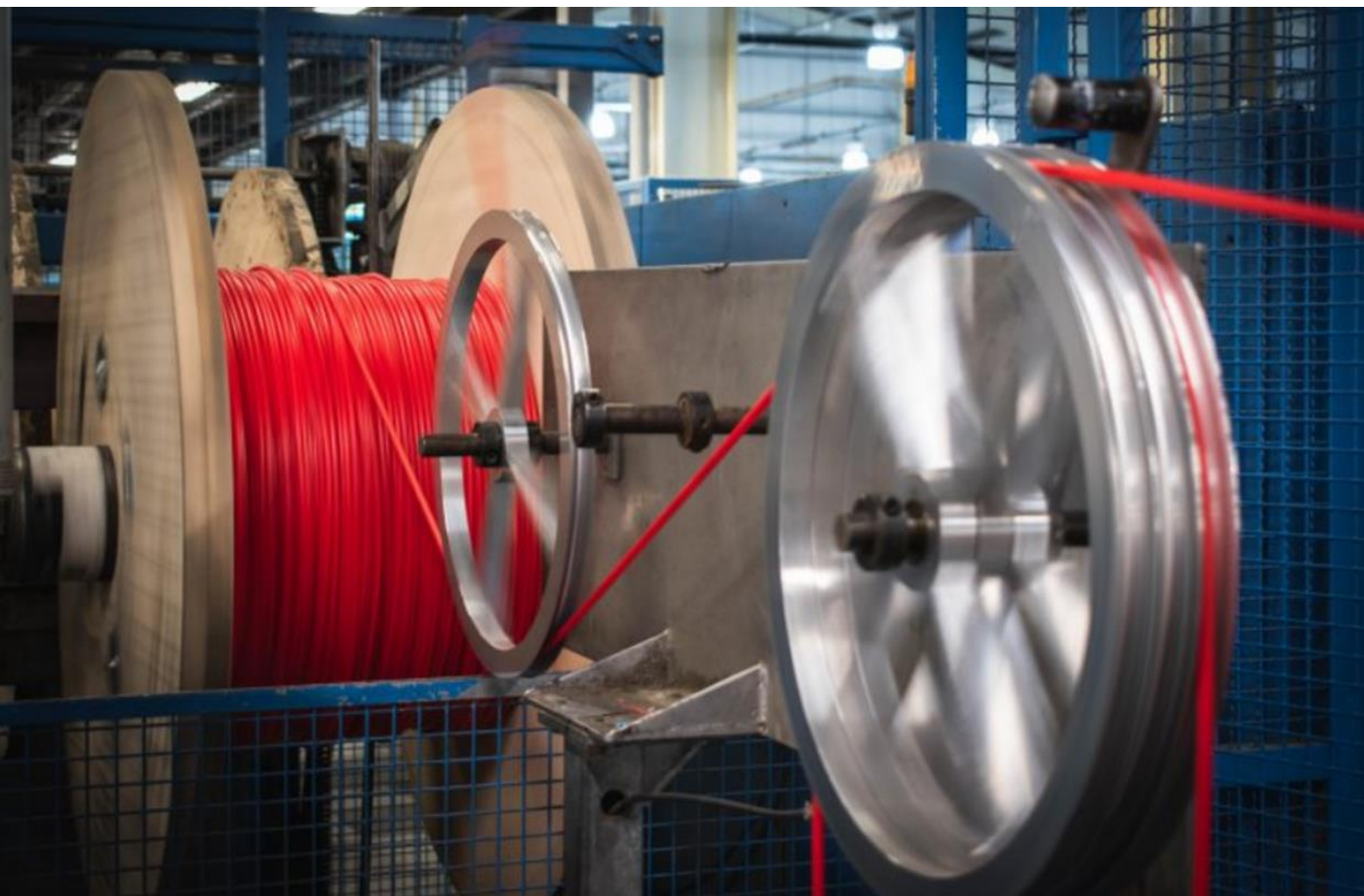


POSITION PROFILE

Category Manager



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Headquartered in Scotland with investment from overseas sources, Emtelle is a British manufacturing success story that has consistently sat at the cutting edge of manufacturing innovation and excellence. The business has a strong growth profile with 2022 global revenues at c€425m. Emtelle is known globally as an innovator and outlier in an industry where commoditisation is a reality for most manufacturers. They were the first business to refine blown fibre optic tubing and have continued to innovate in line with the digital tidal wave that demands ever-increasing infrastructure capability.

Emtelle runs a sophisticated manufacturing operation producing complex innovative systems for customers in a matter of weeks as opposed to months or years. The business employs c800 people globally and has manufacturing capability across nine sites as well as additional sales locations across the world serving customers in over 100 countries.

Although the UK has been the primary revenue engine for Emtelle, building on a 40-year legacy of consistent high-quality solution delivery to major telecoms providers such as BT and Virgin Media, the business has pursued an aggressive international M&A and direct investment programme which is now well established and making significant in-roads in global markets.

The unique combination of solving customer challenges through innovation and then delivering against those newly created solutions has proved to be a potent, high-margin business for Emtelle. Emtelle's solution offering is diverse, covering multiple market segments and sectors. It is best known as the global leader in blown fibre and ducted network solutions but is also highly successful in sectors including drainage, power and ITS for the highway and rail sectors. Emtelle's manufacturing knowledge, track record, international capability and industry awards place them in an exceptional position to capitalise on the continuing digital trend.

In 2022, Emtelle invested in its first factory in the US and is putting the finishing touches to this 300,000-square-foot manufacturing site in Fletcher, North Carolina, from where it plans to significantly build its position across North America.

In 2023, Emtelle signed an agreement to build and establish one of the world's largest factories for the manufacture of fibre optic ducting and pre-connectorised solutions in Abu Dhabi. The agreement is build-to-suit, in partnership with Khalifa Economic Zones Abu Dhabi – KEZAD Group. This should allow Emtelle to boost its presence in key markets including the UAE, Egypt, Jordan, Morocco, Iraq, and Oman, as well as the Philippines, Thailand, Indonesia, Australia and New Zealand.

## Emtelle's core values:

- Safety always
- Excellence
- Innovation
- Empowerment
- Teamwork
- Integrity
- Respect

For more information, please visit Emtelle's website: <http://www.emtelle.com>.





<b>Position Title:</b>	Category Manager
<b>Reports to:</b>	Group Purchasing Manager
<b>Location:</b>	Remote with occasional travel to Emtelle sites

Due to Emtelle's fast-paced growth across the globe, and with high annual expenditure, a need has arisen for a more centralised strategic approach to all purchasing/procurement activities. As one of a team of three Category Managers, you will be responsible for the management of the group's indirect material or ancillaries spend as well as the development and execution of a long-term supply strategy aligned with the business' goals and objectives.

Each Category Manager will be responsible for taking ownership of their category, identifying areas for improvement as well as new and alternate sources of supply as necessary to support new product development, cost reduction requirements, and supplier performance issues.

## Key Responsibilities:

- Adopt a strategic approach and perspective in order to rationalise and consolidate suppliers across the group
- Develop benchmarking activities in: Low-Cost Country Sourcing, Direct Material spend, Supplier Tier 1 to Tier 3 leverage and consolidation opportunities, identifying market trends and supply trends
- Develop and execute long-term supply strategy deployment, supplier cost modelling, supplier opportunity assessments, supplier financial analysis, negotiations, long-term contract establishment, continuous supplier performance improvement, and supplier relationship development
- Negotiate the best-in-class price, payment terms, quality levels, and delivery terms for purchased products in compliance with corporate objectives
- Coordinate and support on-site supplier assessment/certification audits and continuous improvement activities that drive down total cost and increase total supplier quality
- Identify new and alternate sources of supply as necessary to support new product development, cost reduction requirements, and supplier performance issues
- Evaluate medium to long-term supplier capabilities in an effort to optimise the commodity supply base in support of supplier reduction goals and objectives
- Perform all necessary duties to support corporate goals as they relate to established supplier quality, total landed cost, and inventory objectives
- Maintain a solid working knowledge of essential commodity trends including: industry trends, cost drivers, global pricing, material lead times, and technical/manufacturing processes
- Leadership and development of the team of Buyers and Purchasing Administrators



The successful candidate requires a strong background in contractual and commercial negotiation with a track record in alternative and strategic sourcing. The individual will have strong influencing skills and be able to engage with stakeholders at all levels.

Managing commodities and mitigating the risks within the market whilst running additional, effective sourcing campaigns is key to this opportunity. The role is complex in nature and dynamic, thus has to be undertaken by someone who is capable of understanding market volatility, supply chain dynamics, organisational capability, risk management and integrating all the different roles within the company.

## Technical Experience & Qualifications:

- A positive, proactive individual who takes ownership of their role and team, with the drive and ambition to progress both themselves and Emtelle
- A demonstrable track record of strategic procurement experience
- Strong evidence and experience working with suppliers located in low-cost countries
- A strong working knowledge of world-class sourcing techniques that are innovative is required to enable the business to implement a best-in-class procurement function
- A manufacturing background would be advantageous but candidates who can demonstrate strategic sourcing in other industries will be considered
- CIPS qualified or equivalent (those with relevant experience who do not have the CIPS qualification will also be considered)
- Experience having worked in a global organisation would be advantageous but is not a prerequisite
- Previous experience in identifying areas for improvement, and driving those forward, in past roles/organisations

## Skills

- Communication, collaboration and negotiation skills will be essential in ensuring full stakeholder engagement and the ability to work with and influence individuals of all levels and different cultures
- A passion for leading and developing direct reports
- Analytical, problem-solving, and project leadership skills
- Well-developed interpersonal skills and the ability to deal with sensitive issues, reaching consensus on specific actions where required
- Results-driven, self-confident individual with an ability to influence peers and superiors
- Strong character and customer-facing/people skills
- Consistent drive and energy, with a positive attitude and flexible approach
- Personable, open and honest with absolute personal integrity
- Self-directing and able to work under pressure to achieve problem resolutions
- Strong influencing and negotiating skills



A competitive salary and attractive benefits package is available to the successful individual and will be commensurate with the background and experience required for the role.

For more information please contact Harry Thomson or Kirsty Mclardy at Livingston James.



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## The Recruitment Process

Initial interviews will be with our retained advisors at Livingston James.

Subsequent stages will be held with Emtelle and confirmed in due course.

Interviews will be carried out both in person and virtually as required and as is practical.

