

Offshore Wind Procurement/Supply Chain Manager – Moray West

EMPLOYEE NAME:	_____	DEPARTMENT: Corporate Procurement
DIRECT SUPERIOR:	Federico Toro, Corporate Procurement Director	AREA: Offshore

We require a highly experienced and motivated Procurement Manager to join our Procurement Team

The Procurement Manager will take the lead in and determine best overall strategy to deliver cost effective solutions under their area of responsibility. The successful individual will be responsible for ensuring that all contracting and procurement matters are in accordance with legislation, ethical practices, EDPR procurement policies and tender requirements

You will be based at our Madrid or Edinburgh office. If based in Edinburgh, you should expect some travelling to meet with international suppliers and occasional visits to the corporate offices in Spain. If based in Madrid, however, you should expect recurrent travelling to our offices in Edinburgh and to meet with international suppliers.

MAIN ACCOUNTABILITIES

- Provide leadership, direction and guidance in understanding offshore wind supply chain markets and lead and/or participate in negotiation of contracts and inform other strategic decisions with regard to relationships with suppliers in support of offshore wind projects.
- Provide leadership, direction and guidance on all procurement issues, playing a pivotal role and involving as required other EDPR and Project areas such as: Legal, Finance, Wind Assessment, Technical, Project Management, etc.
- Develops contracting strategies and processes for tendering Requests for Proposals (RFPs), reviewing and leveling vendor proposals, and negotiating contracts that result in the best value possible
- Responsible for definition and execution of negotiation strategies for each of the project contracting packages
- Challenge scope specifications to determine where unnecessary costs can be eliminated and more value can be achieved.
- Accountability for negotiating key supply chain agreements as well as for maintaining relationships and mutual understanding with the key industrial suppliers at executive level. Key industrial agreements refer to critical suppliers, such as the Wind Turbine Generator (WTG) supplier, the foundations supplier, Electrical packages, harbours, etc
- Liaise with end users to develop and review technical scope/commercial packages for competitive tender events.
- Be responsible for reporting to the Corporate Procurement Director, Project Director, the Executive Committee and the Board of Directors (by invitation) on the Commercial function's achievements against objectives (using a dashboard with key indicators linked to the function's objectives)
- Be accountable for team management, performance management and people development of all Commercial function staff

- Deal with claims mitigation and challenge cost disputes with 3rd party suppliers
- Use influencing skills to encourage procurement change and engagement across the business where applicable.
- Set out contracts that are fully compliant to support our business needs which are legally binding, mitigate any and all commercial risk to EDPR and drive appropriate supplier performance through effective KPIs.
- Identify new potential suppliers in order to create additional competitiveness and market tension for various project areas
- Benchmark internally against comparable purchasing initiatives from the company's portfolio of offshore wind projects
- Ensure that all purchase orders and contracts are placed in accordance with defined business processes.
- Leverage EDPR established relationships with WTG OEMS.

RESOURCES MANAGEMENT

PEOPLE: 1-2

REQUIREMENTS

REQUIRED ACADEMIC SKILLS: University Degree, preferably in technical and/or financial areas.

REQUIRED PROFESSIONAL EXPERIENCE:

- Ideally a minimum of 10 years' experience in the energy sector. Experience in the offshore wind or renewables industry desirable.
- Experience in managing services contracts and delivering significant savings within these contracts.

REQUIRED KNOWLEDGE:

- Knowledge of Supply Chain Contract management fundamentals, best practices and industry trends
- Languages: English
- Deep understanding of cost drivers on contracts, demonstrating transparency and overall value.
- Understanding of contract law (preferably FIDIC and/or LOGIC contract styles)
- Strong communication and negotiation skills.
- Computer literate, experience of MS Office packages (in particular Excel)
- A self-starter who can work on their own initiative
- Proficiency in Spanish (desirable, not essential)
- Previous experience in procurement and market competitive analysis highly valuable.
- Previous experience in large international tenders highly valuable.

MOBILITY: Willingness to travel internationally

SKILLS:

- Has a "winning" and "diplomatic" personality and a wide vision in problem solving. With a clear "hands-on" spirit and always ready to go in depth and move where the action occurs,
- Spanning, cross-group mindset. Capability to establish direction, alignment, and commitment across procurement boundaries in service of EDPR's higher vision and goals. Being able to shift from rigid hierarchical structures to networked structures with flows of people, information, and resources across boundaries. Strong interpersonal abilities to

maintain good relationships with Business Development, technical experts, senior management, joint venture partners, suppliers and other stakeholders and ensure maximum commitment and support

- Must be a very good communicator, with good relationship skills;
- The ability to build relationships in a multi-cultural environment is essential
- An excellent team player, able to integrate different cultures and with a participative management style;
- Very strong work-ethic, communication skills, multi-tasking abilities and innovative thinking with unerring focus on challenging and improving the status-quo
- Strong analytical skills including the ability to distill, synthesize, and draw conclusions on large amounts of data
- Superior negotiation skills