



*The Source of BioProcess Efficiency*

Great opportunity to work for a market leader in the fast growing single-use bioprocessing industry. Our products include single-use mixing, storage, and bioreactor technology, fluoropolymer-based products, and custom engineered, flexible packaging solutions that maximize product integrity and enhance process efficiency for our biopharmaceutical customers worldwide. ATMI promotes a culture that engages employees and fosters growth and development, while offering compensation programs that reward outstanding performance. ATMI LifeSciences, a division of ATMI Inc, has manufacturing facilities in Hoegaarden, Belgium and Bloomington, Minnesota, USA.

## Supply Manager

### Job Overview:

ATMI is looking for a **Supply Manager** to manage and develop current and new raw material suppliers and contract manufacturing partners to a world-class performance level. This high profile position reports to the Director Global Supply Chain and will be based in Hoegaarden, Belgium. The Supply Manager will find and develop a world-class supply chain in support of strategic spend categories within ATMI, satisfying some of the world's largest and most demanding customers. In this role, you will proactively design the supply chain, including discovery, on-site evaluation and negotiation, leading to selection of raw material suppliers and contract manufacturers that result in the lowest total acquired cost for ATMI. The ideal candidate will continuously improve the performance of existing suppliers through effective management skills and relationship building.

### Primary Responsibilities:

- Develop and execute advanced negotiation strategies that support business objectives; includes structuring and negotiating complex contractual agreements through lifecycle of the relationship;
- Conduct financial analysis of supplier proposals; may include market analysis, should cost analysis, TCO analysis, make vs. buy analysis, supplier profit analysis, etc.;
- Own specific portion of ATMI's Sourcing Guide/Roadmap by selecting and qualifying key suppliers that are able to fulfill ATMI's needs for new and existing products;
- Deliver sourcing recommendations based on comprehensive competitive analysis; may include financial analysis, supplier quality and/or technical capabilities, availability and assurance of supply, etc.;
- Manage strategic supplier performance, which includes contract administration, utilizing performance scorecards and conducting business reviews;
- Continually monitor and mitigate supplier financial, production/capacity, quality, and other supply risks;
- Utilize comprehensive business and market intelligence data to proactively identify strategic opportunities and value-added solutions related to material quality, cost, delivery, service, technology, etc.;



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- With limited guidance, lead key projects that achieve deliverable and schedule commitments;
- Ability to travel, both domestic and international, as needed to support job scope.
- Collaborate with cross-functional personnel, both domestic and global, to ensure alignment of key strategic objectives;
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### **Education/Experience:**

- Masters Degree or equivalent from an accredited university;
- 5+ years experience in purchasing, commodity, supplier management;
- Experience working in the BioPharmaceutical industry is preferred
- Prior experience purchasing, sourcing products, performing on-site supplier assessments and interfacing with outsourced manufacturing is required;
- Proven experience negotiating with suppliers.

### **To be successful in the role and at ATMI you will need:**

- Ability to influence through effective verbal and written communication skills; both in English and Dutch
- Capacity to work in a global, cross-functional organization;
- Demonstrated leadership ability;
- Ability to pay close attention to details;
- Collaborative approach to working within a team environment.

### **ATMI's Core Values revolve around its employee's ability to ACT IT:**

Be **Accountable** for your work and responsibilities.

Always works towards **Continuous Process Improvement**.

Be prepared to **Teach** and lead the organization to achieve new levels of success.

Always act with **Integrity**.

Maximize the value of **Teamwork**

### **Interested?**

**Please apply by post (HR department, Reugelstraat 2, 3320 Hoegaarden) or apply online through the "Careers" section of our website [www.atmi.com](http://www.atmi.com). Questions can be send to [hr\\_belgium@atmi.com](mailto:hr_belgium@atmi.com) . Please always indicate the job title as the reference.**

*Essential functions are the primary job responsibilities which an employee must be able to perform with or without reasonable accommodation. The list of requirements, duties and responsibilities is not exhaustive, but is the most accurate list for the current job. ATMI reserves the right to revise the job description as well as to require that other task be performed when the circumstances of the job changes. Please only apply if you are authorized to work in Belgium.*