



## Procurement Category Manager IT outsourcing services & software

### Why we need you

Procurement is a crucial strategic department at AXA. By carefully monitoring costs and making the right, sustainable choices together with our suppliers, we are building a stronger company for the future. What's your role? Source the right vendors for the right services, manage the spend of all IT purchases – from testing, maintenance and licences to implementation projects – mitigate risks without opardizing the quality of products and services.

### Your job in detail

- You create, design and implement the IT procurement strategy for AXA. This means that you develop an excellent relationship with your internal stakeholders as well as your external suppliers.
- You are cost-conscious and take into account all related risks. You make informed choices after considering all expenditure, segmenting suppliers, and identifying stakeholder needs.
- You follow trends, new technologies and changes in the market. This enables you to improve our procurement strategy structurally, making it more effective and more efficient.
- You follow up the cost efficiency objectives and strategies for AXA and the AXA Group closely and implement them in your category management.
- You investigate the purchase of major volumes and think of strategies to improve efficiency at the group level.
- Negotiating is in your blood and you are able to come up with negotiating strategies that enable your team to obtain the best conditions.
- You manage and train a team of two or three experts in Procurement and Sourcing, and you discuss our processes with your colleagues from other purchasing departments.
- You maintain your knowledge of the usual contracts, procedures, best practices and internal policies (such as the code of ethics). As such, you control the integrity and honesty and transparency of AXA.

### Your profile in detail

- You have +/- 5 years of experience in IT procurement (mainly outsourced services, IT projects sourcing and business software), and you know all the major players and the market.
- You are a natural-born negotiator: you communicate constructively and persuasively with stakeholders, suppliers and management, in such a way that you are always able to influence their decisions.
- You have an analytical mindset and understand the financial and legal world.
- You understand Service Level Agreements, commercial agreements, deadlines, terms and conditions, etc. In short, everything you need to draw up a contract.
- You are a natural-born project manager: you quickly identify risks and opportunities, and understand complex processes. You have experience managing teams.

### What we offer

- We believe in the New Way of Working. As soon as you have proven yourself at AXA, you will be given the opportunity to work partly from home. None of your colleagues have their own desk so you will always work among other colleagues. In addition, our state of the art new headquarters centrally located in Brussels and our office in Antwerp are easily accessible by public transport.

Apply? [www.AXA.be](http://www.AXA.be)