



MARKET SNAPSHOT

JOB TYPE: Permanent

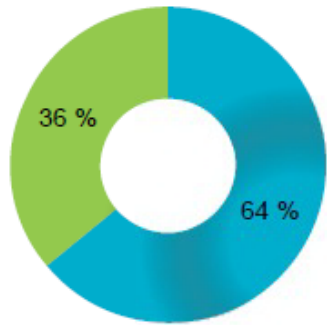
SALARY:

CATEGORY: Category Management

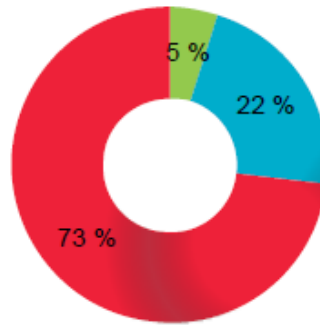
LOCATION: Australia

INDUSTRY: Financial Services

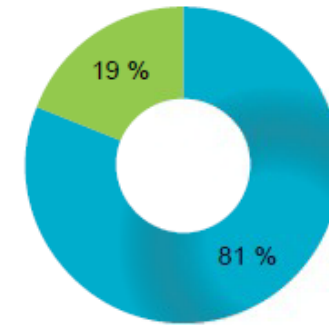
JOB TITLE: Not Selected



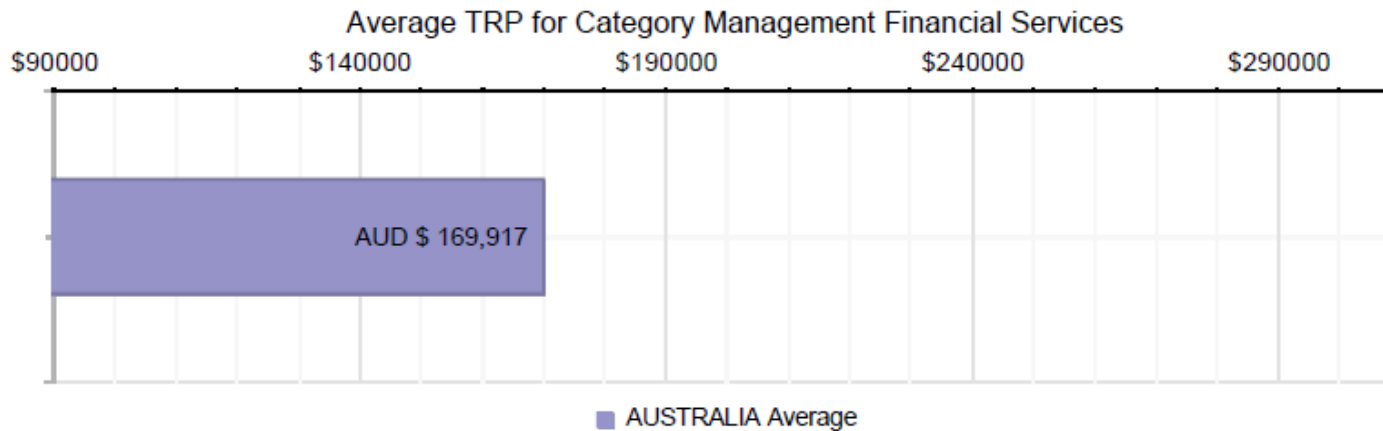
■ Male ■ Female



■ Available ■ Active ■ Passive

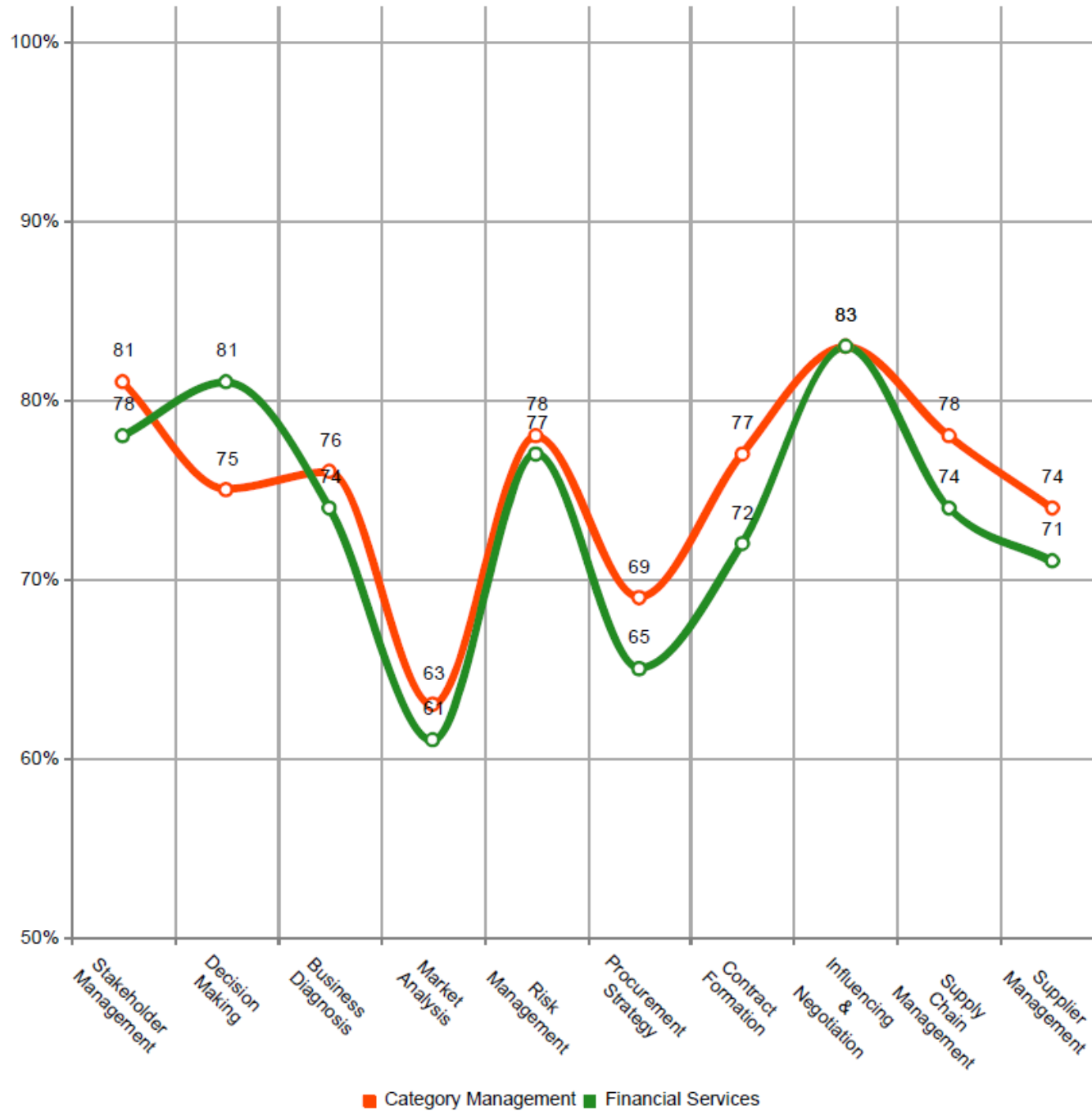


■ Degree ■ No Degree



Total Remuneration Package (TRP) includes base salaries, pension schemes, cars, fixed and variable bonuses etc, basically everything the candidate considers to be a component of their total employment package.

Average Capability breakdown for Category Management / Financial Services



Market Capabilities for your selection

Strongest Capabilities

1. Influencing & Negotiation

The ability to use persuasion and influencing skills to gain the support and co-operation of internal and external stakeholders in order to achieve pre-identified strategic business outcomes.

2. Decision Making

Use tools of analysis and decision-making to reach better decisions. Analyse data and interpret results to reach transparent and defensible decisions. Demonstrate financial and numerical literacy to interpret quantitative data and reach sound and consistent conclusions

3. Stakeholder Management

Develop appropriate internal relationships, utilising stakeholder mapping. Create foundations for working in cross-functional teams. Raise stakeholder awareness of role and contribution of procurement. Develop stakeholder empathy to ensure effective communication to understand real needs.

Weakest Capabilities

1. Market Analysis

Research and diagnose supply markets and supplier capability and competitiveness. Understand market trends and dynamics and reach practical conclusions for the organisation.

2. Procurement Strategy

Design and manage an appropriate strategy based upon the balance between risk and opportunity in the category, the supply market and within the organisation.

3. Supplier Management

Develop clear performance standards and a suite of performance measures to manage supplier performance. Deploy an appropriate combination of incentives and sanctions to ensure that suppliers meet their standards, are motivated to perform or have their relationship terminated



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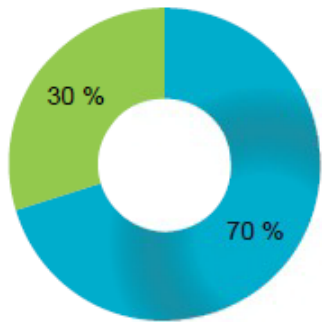
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CATEGORY: Category Management

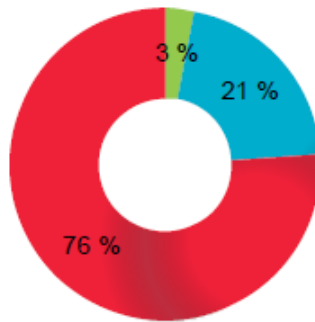
LOCATION: Australia

INDUSTRY: FMCG

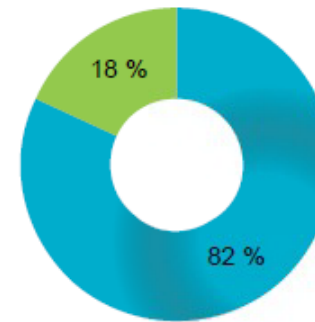
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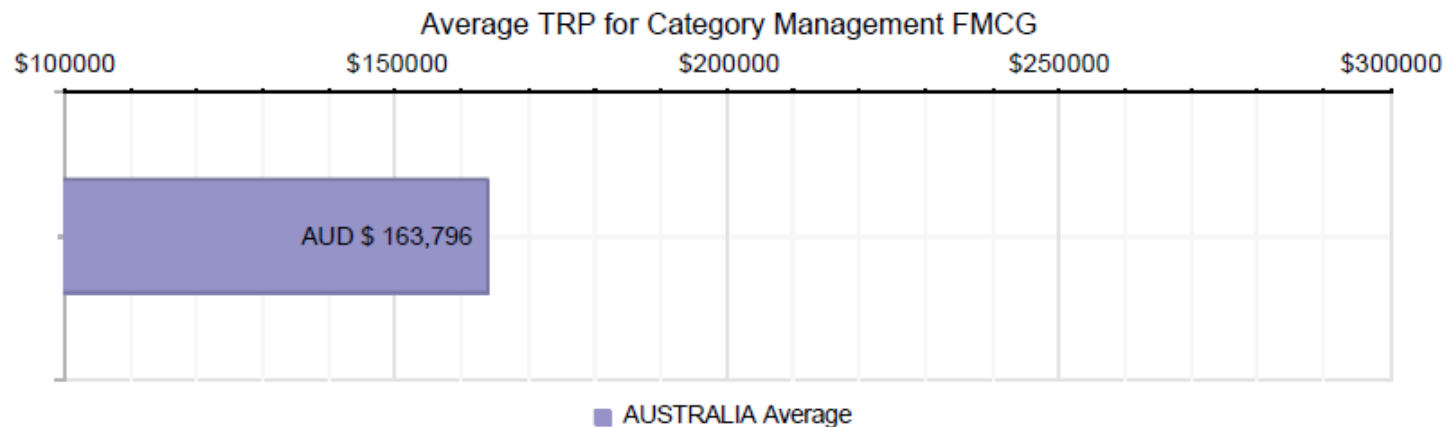
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■ Available ■ Active ■ Passive

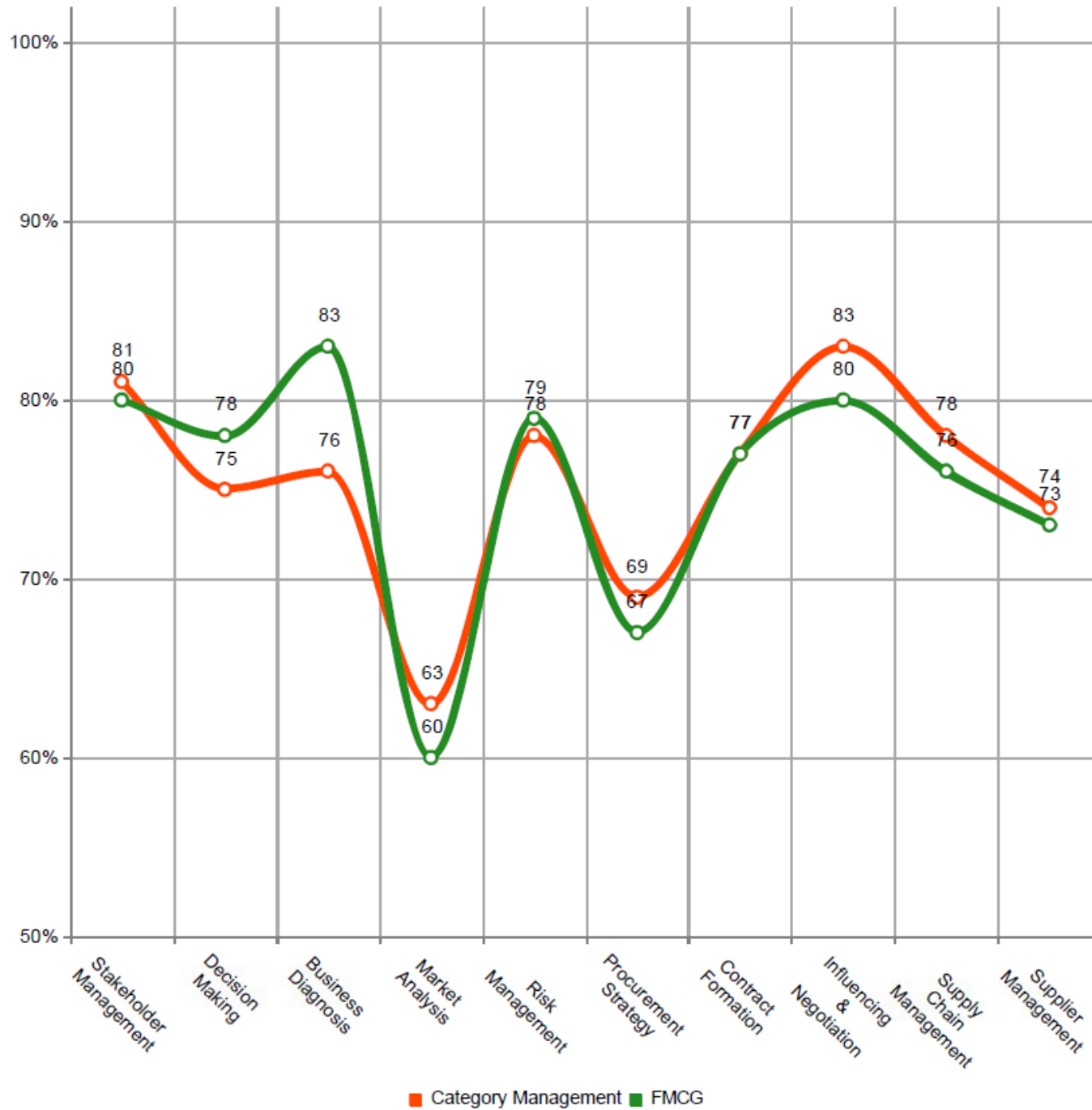


■ Degree ■ No Degree



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Average Capability breakdown for Category Management / FMCG



Market Capabilities for your selection

Strongest Capabilities

1. **Business Diagnosis**

Understand the real requirements of the organisation across a variety of dimensions other than simply the specification. Translate the organisation's policy and business goals into congruent functional strategies.

2. **Stakeholder Management**

Develop appropriate internal relationships, utilising stakeholder mapping. Create foundations for working in cross-functional teams. Raise stakeholder awareness of role and contribution of procurement. Develop stakeholder empathy to ensure effective communication to understand real needs.

3. **Influencing & Negotiation**

The ability to uses persuasion and influencing skills to gain the support and co-operation of internal and external stakeholders in order to achieve pre-identified strategic business outcomes.

Weakest Capabilities

1. **Market Analysis**

Research and diagnose supply markets and supplier capability and competitiveness. Understand market trends and dynamics and reach practical conclusions for the organisation.

2. **Procurement Strategy**

Design and manage an appropriate strategy based upon the balance between risk and opportunity in the category, the supply market and within the organisation.

3. **Supplier Management**

Develop clear performance standards and a suite of performance measures to manage supplier performance. Deploy an appropriate combination of incentives and sanctions to ensure that suppliers meet their standards, are motivated to perform or have their relationship terminated



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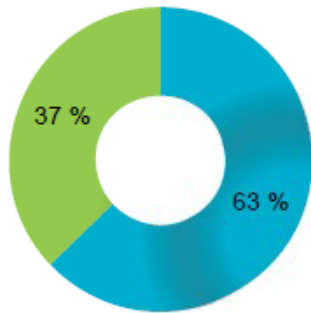
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CATEGORY: Category Management

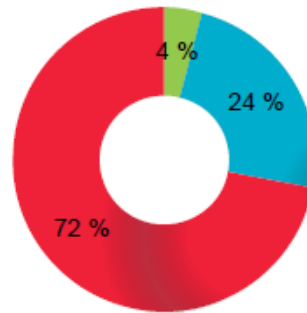
LOCATION: Australia

INDUSTRY: Public Sector

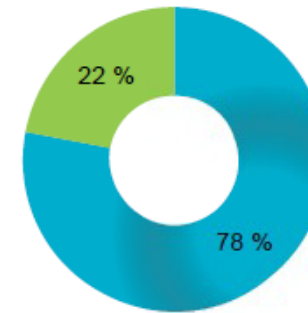
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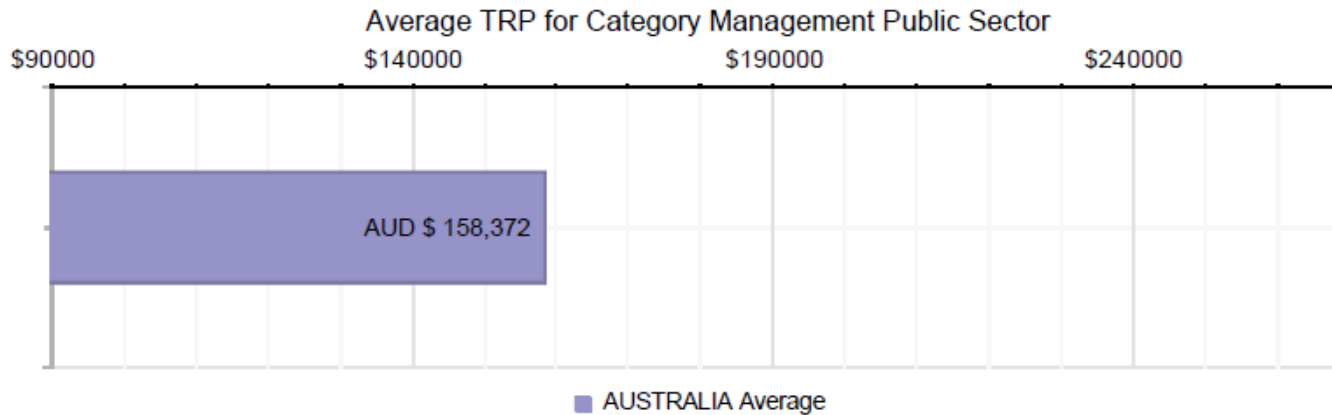
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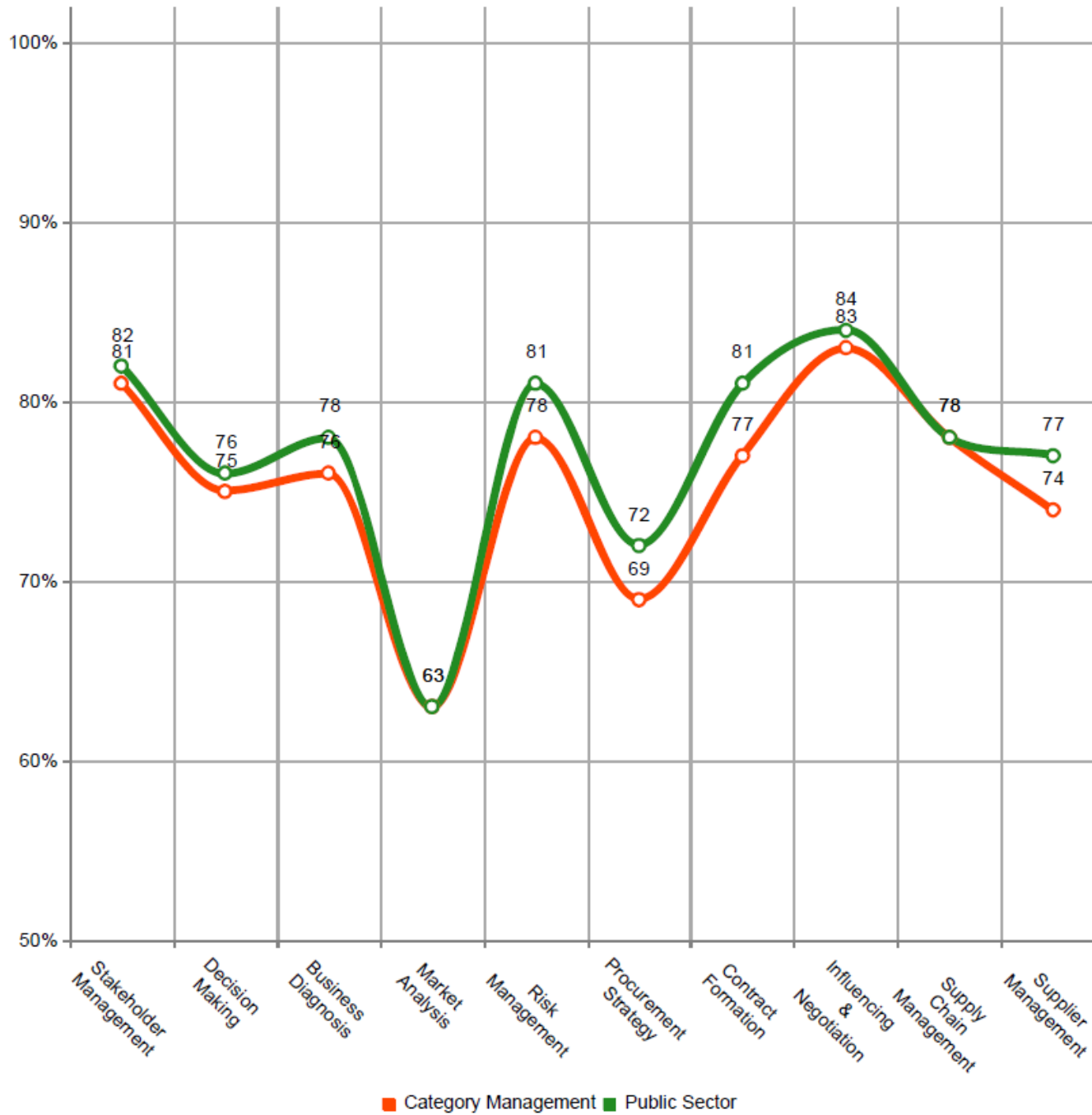


■ Degree ■ No Degree



Total Remuneration Package (TRP) includes base salaries, pension schemes, cars, fixed and variable bonuses etc, basically everything the candidate considers to be a component of their total employment package.

Average Capability breakdown for Category Management / Public Sector



Market Capabilities for your selection

Strongest Capabilities

1. Influencing & Negotiation

The ability to use persuasion and influencing skills to gain the support and co-operation of internal and external stakeholders in order to achieve pre-identified strategic business outcomes.

2. Stakeholder Management

Develop appropriate internal relationships, utilising stakeholder mapping. Create foundations for working in cross-functional teams. Raise stakeholder awareness of role and contribution of procurement. Develop stakeholder empathy to ensure effective communication to understand real needs.

3. Risk Management

Identify exposure across a variety of dimensions, including financial, operational, reputational, environmental and economic risk. Scale the relative size of the risks and make appropriate choices about treating those risks in an appropriate way.

Weakest Capabilities

1. Market Analysis

Research and diagnose supply markets and supplier capability and competitiveness. Understand market trends and dynamics and reach practical conclusions for the organisation.

2. Procurement Strategy

Design and manage an appropriate strategy based upon the balance between risk and opportunity in the category, the supply market and within the organisation.

3. Decision Making

Use tools of analysis and decision-making to reach better decisions. Analyse data and interpret results to reach transparent and defensible decisions. Demonstrate financial and numerical literacy to interpret quantitative data and reach sound and consistent conclusions