



## 調達カテゴリマネージャー/Procurement Category Manager

Work on the most advanced technologies

### Job Information

**Hiring Company**

Amazon Web Services Japan G.K.

**Job ID**

1500593

**Division**

Data Center Services Procurement (DCSP)

**Industry**

Internet, Web Services

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Work Hours**

9:00 ~ 18:00 (Actual working hours 8h)

**Refreshed**

October 25th, 2024 09:53

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

<English follows Japanese.>

Amazon Web Services は、Amazon.com 内で急速に発展しているビジネスユニットであり、コンピューティングパワーやストレージオプション、ネットワーク、データベースなどのインフラストラクチャーサービスをオンデマンドで提供しています。クラウドコンピューティングのリーダーであり、イノベーションを採り入れ、未来を構築し、歴史を作り出しています。インフラストラクチャーチームは、小売りとクラウドビジネスの基盤となる、AWS と Amazon.com にコンピューティング、ネットワーク、データセンターの能力を提供しています。私たちは APAC データセンターの運用スペースをサポートするプロキュアメントのプロフェッショナルを募集しています。

プロキュアメントカテゴリマネージャーとして、複雑な建設サービスカテゴリの調達戦略を策定し、実施します。内部のビジネスパートナーやサプライヤーと協力して、Amazon のリスクとコストを削減するための取り組みを行います。さらに、サプライヤーのパフォーマンスと納品を評価するための仕組みや指標を開発し、競争入札、交渉、カテゴリのデータと市場トレンドの分析などの手法を用いて業務を遂行していただきます。加えて、グローバル調達プロセスやツールを継続的に改善していき、DCSP 内において、およびパートナー企業と部門横断的に協力し、イノベーションを推進することが期待

されます。

長期的な視野を持ち、複数の取り組みを進めながら、あらゆる階層の顧客やサプライヤーと適切にコミュニケーションを取り、影響力を発揮できる方を求めています。協調性がありながらも、高い自律性を持って業務に臨む必要があります。また、分析力に優れ、戦略的かつグローバルな視点で物事を考え、お客様のスケジュールに合わせて迅速に業務を遂行できる方、好奇心旺盛で学習意欲があり、変化の激しい環境で業務を遂行できる方、主要なステークホルダーと関係を築きそれらのステークホルダーに対して影響力を持つことができる方、顧客を重視して適格なビジネス上の判断ができる方を求めています。さらに、複数のプロジェクトを管理し、それらを完遂してビジネス上の目標を達成した確固たる実績があり、Amazon のリーダーシップ原則を体現し、起業家精神と「実行する」意欲を持っていることが重要です。

AWS Infrastructure Services owns the design, planning, delivery, and operation of all AWS global infrastructure. In other words, we're the people who keep the cloud running. We support all AWS data centers and all of the servers, storage, networking, power, and cooling equipment that ensure our customers have continual access to the innovation they rely on. We work on the most challenging problems, with thousands of variables impacting the supply chain — and we're looking for talented people who want to help.

You'll join a diverse team of software, hardware, and network engineers, supply chain specialists, security experts, operations managers, and other vital roles. You'll collaborate with people across AWS to help us deliver the highest standards for safety and security while providing seemingly infinite capacity at the lowest possible cost for our customers. And you'll experience an inclusive culture that welcomes bold ideas and empowers you to own them to completion.

As a Procurement Category Manager, you will create and implement sourcing strategies for complex construction services category. You will be collaborating with internal business partners and suppliers to reduce risks and costs for Amazon. You will also develop mechanisms and metrics to hold suppliers accountable for performance and delivery. Additionally, you will drive results through methods that include competitive bidding, negotiating, and analyzing data and market trends for your category. You will also be expected to continuously improve global procurement processes and tools to drive innovations within DCSP and cross-functionally with partners.

The ideal candidate thinks long term, drives multiple initiatives, and communicates appropriately and influences customers and suppliers at all levels. You must be collaborative, but also work with significant autonomy. To be successful in this role you must be highly analytical; think strategically and globally; have a sense of urgency to meet customer timelines; exhibit an intense curiosity and learning drive; succeed in a fast-paced environment; engage and influence key stakeholders; and have a high level of customer focus and business judgement. Also, you must have a demonstrated track record of managing multiple projects and driving them to completion to meet business objectives. It will be critical to embrace and model Amazon's Leadership Principles and have an entrepreneurial spirit with a "get it done" mentality.

#### Key job responsibilities

##### 主な業務内容

以下は、業務内容の例ですが、これに限定されるものではありません。

- 日本および (おそらく) それ以外の地域における建設業者およびゼネコンカテゴリを管理する
- 地域の調達戦略を策定し、推進する
- 入札、交渉、戦略的取り組みを通じてコスト削減を実現する
- カテゴリのデータとメトリックスを分析し、調達カテゴリの戦略を確立・実施する
- カテゴリと地域全体で顧客のニーズと懸念事項のトレンドを把握し、顧客の優先事項に影響を与える
- 供給市場およびサプライヤーの能力 (技術的または地理的な面における) について詳細な知識を企業に対して提供できる
- 配送、品質、コストに関するサプライヤーのパフォーマンスを追跡するためのメカニズムおよびメトリックを開発する
- ベストプラクティスや課題について議論し、サプライヤーのパフォーマンスを改善し、ビジネスパートナーシップを強化するためのビジネスレビューを主導する
- 調達ライフサイクルをよりよくサポートするために、調達スペースで革新的に、自動化および/またはツールやプロセスを改善する
- 契約の締結処理から締結後の管理までサポートを提供する
- 出張あり (25% 未満)

Responsibilities include but are not limited to the following:

- Construction material supply chain sourcing and program management across APJC portfolio
- Manage Construction and General Contractor procurement categories in Japan region and potentially beyond
- Achieve cost savings through bidding, negotiations and strategic initiatives
- Analyze category data and metrics to establish and implement procurement category strategies
- Understand trends in customers' needs and concerns across categories and regions to influence customers' priorities
- Provide in-depth knowledge about the supply market and supplier capabilities, technically and geographically, to the business.
- Develop mechanisms and metrics to track supplier performance related to delivery, quality, and cost
- Lead business reviews to discuss best practices and issues and to ultimately improve supplier performance and strengthen business partnerships
- Innovate within the procurement space, automating and/or improving tools or processes to better support the Procurement Lifecycle
- Provide support throughout the contracting process, as well as management of contracts post-execution
- Some travel is required (<25%)

#### About the team

##### Diverse Experiences

AWS values diverse experiences. Even if you do not meet all of the preferred qualifications and skills listed in the job description, we encourage candidates to apply. If your career is just starting, hasn't followed a traditional path, or includes alternative experiences, don't let it stop you from applying.

#### Why AWS?

Amazon Web Services (AWS) is the world's most comprehensive and broadly adopted cloud platform. We pioneered cloud computing and never stopped innovating — that's why customers from the most successful startups to Global 500 companies trust our robust suite of products and services to power their businesses.

#### Inclusive Team Culture

Here at AWS, it's in our nature to learn and be curious. Our employee-led affinity groups foster a culture of inclusion that empower us to be proud of our differences. Ongoing events and learning experiences, including our Conversations on Race and Ethnicity (CORE) and AmazeCon (gender diversity) conferences, inspire us to never stop embracing our uniqueness.

#### Mentorship & Career Growth

We're continuously raising our performance bar as we strive to become Earth's Best Employer. That's why you'll find endless knowledge-sharing, mentorship and other career-advancing resources here to help you develop into a better-rounded professional.

#### Work/Life Balance

We value work-life harmony. Achieving success at work should never come at the expense of sacrifices at home, which is why we strive for flexibility as part of our working culture. When we feel supported in the workplace and at home, there's nothing we can't achieve in the cloud.

---

## Required Skills

### BASIC QUALIFICATIONS

#### 必要な資格・経験

- 建設業界における3年間もしくはそれ相当の業務経験
- 建設または機械/電気に関するエンジニアリング、もしくはビジネスまたは商業に係る学士号
- サプライヤ評価、RFP/入札、契約書の締結や管理、契約交渉、見積明細の分析等の業務経験
- 担当分野における戦略策定を自身で主導した経験
- 日本語でのコミュニケーションが可能なこと（会話、読み書き）とベーシックな英語力

#### Basic Qualifications

- 3 years of relevant construction industry experience
- Bachelor's degree in Construction or Mechanical/Electrical Engineering or Business or Commerce or, relevant business discipline, etc. from an accredited university or equivalent combination of education
- Experience performing supplier qualifications, RFP/bidding, contract management, contract negotiation, and bill of quantity analysis
- Experience developing category strategies and pricing models
- Business level Japanese and basic level English verbal and written communication skills

### PREFERRED QUALIFICATIONS

#### 望ましい資格・経験

- 建設または機械/電気に関するエンジニアリング、もしくはビジネスまたは商業に係る修士号
- 担当分野における業界のトレンドや材料市況分析などを含めたマーケット分析の経験
- データセンター、エンジニアリング業界、インフラ業界、または同等の分野での業務経験
- MS 365 Excel, Word, PowerPoint, Project、その他のツールに習熟していること
- 購買業務に係るシステムやツール、プロセスなどを策定した経験
- Tableau, Salesforce, Quicksight, PowerBI, Procoreなどのプログラミング経験

#### Preferred Qualifications

- Master's Degree in Construction or Mechanical/Electrical Engineering or Business or Commerce or relevant business discipline from an accredited university
- Experience communicating and reporting on market intelligence data, including commodity trends and labor indexes
- Experience in mission critical/data center, engineering, an infrastructure service provider or similar technology company
- Proficiency with MS 365 Excel, Word, PowerPoint, Project, and other tools
- Experience with creating Procurement systems and tools
- Experience with Tableau, Salesforce, Quicksight, PowerBI, Procore, and/or coding between these systems

---

## Company Description