



## PR/158458 | Head of Commercial & Procurement

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1515585

**Industry**

Petrochemical, Energy

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

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### 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**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Opening Job Opportunity to our client based in Pengerang Port.

Our client is an established gas manufacturing company.

Location: Pengerang

Days of working: 5 days work.

Our client is looking for someone that can provide commercial leadership and management and ensuring good governance and value retention on all business transactions with effective customer & supplier relationship management for the best interest of company.

Responsible for managing sales/customers as well as procurement/suppliers. Performs in a strategic capacity to ensure that company meets target and objectives through best commercial practices.

Drives the procurement strategy and activities at company; actively managing spend & TCO.

## KEY ACCOUNTABILITIES

### 1. Commercial

- Administer the gas supply agreements with the customers in Pengerang Integrated Complex;
- Ensure the commercial structure of the supply agreements are implemented by analysing customer nomination, actual offtake against contractual obligation including forecast and provide recommendation on action required to ensure company's interest is protected.
- Provide advise to finance and review the pricing element, charging mechanism and its changes which will impact the billing management to customers.
- Manage the liaison and interface between Company and customers;
- Manage the resolution of contractual disputes and issues with customers
- Develop and implement best commercial practices and working procedure;
- Manage liaison with customers and operations manager to ensure optimum production planning position;
- Accountable in setting up effective and efficient policies and procedures in customer profitability review and improvement, contract review and monitoring;
- Lead pricing and profitability improvement initiatives during contract renewal;
- Ensure that contractual risks and exposure of the business are minimized and alignment of supply contract to deliver business objectives
- Lead in contract negotiation including review and analyse future business growth opportunity through customer requirement against plant availability and recommend to Company management the best option in attracting future investment in Pengerang Integrated Complex (PIC) area for Company business growth in order to ensure the highest return to Company.

### 2. Procurement

- Develop and manage the implementation of best procurement practices.
- Develops Company procurement strategy and plan, processes, SAP/SRM and procedures, in alignment with Company LOA
- Identify opportunities for Procurement to deliver value and savings
- Leverage the strength and advantage of the JV partners
- Manage the sourcing and the procurement process, including commercial negotiations and the tendering process.
- Leads contract management and contractor/supplier performance management
- Supports site audits and is responsible for close out of allocated corrective actions

### 3. Leadership

- Provides visible leadership and promotes Company HSSE.
- Promotes a culture of openness, willingness to contribute, mutual learning, continuous improvement and innovation to achieve Company goals.

### 4. Mindset, Behaviour and Culture

- Promotes distinctive mindset, behaviour and culture to achieve high work performance by adoption and implementation of value interventions, tools and methodologies.
- Promotes and instills a high sense of commitment, ownership, integrity and loyalty that will contribute to Company operational excellence.

## KEY INTERFACES

- Customers & Suppliers to ensure that we are maximising the value we get from the relationship
- Senior managers to ensure early involvement in major purchases/projects
- Commercial and Procurement team from JV partners for guidance, support, share experiences and learnings

## REQUIRED QUALIFICATIONS, EXPERIENCE, SKILLS & BEHAVIOURS

- Bachelor's Degree in any related discipline.
- Minimum 8 years of experience in commercial covering relevant industry experience
- Experience in sales, marketing or commercial functions with strong business acumen.
- Experience in managing team in a high-performance environment.
- Experience in contract drafting and new business development
- Excellent leadership skills
- Good industry/product knowledge and ability to articulate the appropriate supply solutions
- Strong people management and interpersonal skills that will ensure effective delivery of works by contractors
- Good financial management skills and understanding of P&L
- Excellent negotiation skills
- Sound contract management skills coupled with good customer relationship development.
- Ability to develop and sustain networks, both internally and externally
- Excellent presentation skills

## Required Skills

- Able to work under pressure/perform to deadlines and solve problems
- Commercial & legal awareness with project/Contract management ability
- Able to leverage the support of the JV partners' organisation
- Strong Commercial negotiation skills
- Effective communicator (written & verbal in BM & English)

- Computer literate (SAP, SRM, MSWord, Excel, PowerPoint)

**Required Critical Behaviours**

- Perform the tasks with integrity
- Communication, Influencing & collaboration
- Value creation
- Partnership building & Customer focus
- Strategy delivery
- Attention to detail & takes initiative

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Company Description