

Job and assignments

Buyers compare offers to ensure the best purchases (material, equipments), in compliance with specifications and in optimum conditions (timelines, quality, price). They are proactive to select suppliers during research and preparation phases.

Work environment

They liaise closely with R&D, estimators, expert engineers and production people who specify their needs and technical requirements. They will have to meet suppliers and attend tradeshow in France and abroad.

Inter-personal and expert skills

- You are highly convincing and have strong interpersonal skills
- You are methodical and well-organized
- You are proactive and have an inquisitive mind
- You have a good command of general and technical English
 - Your cross-industry technical knowledge is a real asset when writing specifications
 - You know how to proceed with requests for proposals
 - You know the legal parts of contracts
 - You are well-organized and diligent

Training

BAC +2	▶ <i>BTS International trade</i> ▶ <i>BTS Technical Sales</i> ▶ <i>DUT Sales and marketing techniques</i>
BAC +3	▶ <i>Technical Sales or Purchase and procurement</i> ▶ <i>LP MIN</i>
BAC +5	▶ <i>Any title in technical engineering</i> ▶ <i>Business Schools</i> ▶ <i>Master in Purchase and Procurement</i>

Combined technical and business skills are much appreciated.
The job title “Industrial Technical Sales Personnel” can be obtained through continuous training or Accreditation of Prior Learning.

Head of purchasing and procurement

Business developer

Deputy to the project manager

Your career prospects