

# Category Manager, Raw Materials

You don't just manage raw materials – you manage our profit leverage. For us, raw materials are not merely an operational procurement issue. They determine our margins, security of supply and competitiveness. That's why we're not looking for a traditional Purchasing employee who simply manages orders. Instead, we're looking for someone who takes responsibility for their product groups – strategically, with Analytics and clear implementation in day-to-day operations. You can expect a strategically important role with direct influence on profitability and security of supply, as well as high visibility within the company. You'll independently shape and develop your product groups, liaising directly with relevant departments and management. □

**Hügli Nahrungsmittel AG**  
Bleichstrasse 31  
9323 Steinach

**Contract type**  
**Workload**  
**Start of employment**  
**Language**

Permanent  
100%  
as of now  
German

## Do you have any questions?



**Maria Horvath**  
Talent Acquisition Manager  
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## Apply online



You can find all the details online as well as the opportunity to apply directly.

## Your tasks

- You will develop and implement category strategies for key agricultural commodities – with a focus on results, security of supply and long-term competitiveness
- You analyse markets, prices, harvests, weather trends, availability and global cycles, and use this analysis to devise specific procurement measures
- You will identify potential savings, risks and opportunities within your categories and consistently implement appropriate measures
- You plan and manage tenders – from market analysis through supplier selection and negotiations to the conclusion of contracts
- You will conduct negotiations independently with national and international suppliers and build robust business relationships
- You develop supplier strategies and ensure a stable, competitive and sustainable supply chain
- You make well-informed decisions on timing and procurement – not only based on internal requirements, but also taking into account market cycles and the supply situation
- You will work closely with Supply Chain, R&D, Quality, Production and Finance, translating their requirements into clear procurement decisions
- You prepare market, pricing and decision-making briefings for relevant stakeholders and management
- You translate your strategies into concrete contracts, robust supplier performance and measurable results
- You continuously monitor developments in your markets and respond promptly to changes, risks and opportunities
- You bring structure to complex procurement situations and ensure clear processes, accurate documentation and consistent implementation

We can only consider applicants who are authorised to work in Switzerland (EU/EFTA). We only consider direct applications.

## What you bring with you

- Several years' experience in strategic purchasing, category management or commodity management
- Ideally, experience in Purchasing of raw materials, agricultural commodities or similarly volatile product groups
- A strong understanding of the market – you think in terms of harvests, cycles, availability and risks, not just prices
- Experience in developing and implementing product group and supplier strategies
- Confidence in negotiating with national and international suppliers
- Strong analytical skills and the ability to translate complex information into clear decisions
- An independent, structured and consistent approach to work
- Confidence in dealing with different stakeholders and conflicting objectives
- Very good written and spoken German and English

## What we offer



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**Work-life balance**

You benefit from a 40-hour workweek, at least 25 days of annual leave, and a flexible working time model. In addition, you can choose how to split your working days between the office and mobile office.



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**Catering**

Catering is very important to us, and the freshly prepared food served in our staff canteen is evidence of this for our employees.



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**Mobility**

Benefit from convenient public transport connections and ample parking facilities – for sustainable and carefree travelling.



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**Professional development opportunities**

Expand your knowledge with extensive training programmes, high-quality courses at the Coop Training Centre and a wide range of personal development opportunities such as mentoring and coaching.