

Category Manager Energy

People

Selection process and motivation

Personnel development

Our employees

Occupational Health and Safety

Job offers

Jobs

Spontaneous Application

My profile

Company details

Metallurgy, a dusty, old-fashioned environment? Not at all! The steel industry is reinventing itself! Steel is everywhere. Join the adventure and discover modern practices and technological facilities that are well worth the detour. The NLMK Group is a major player in the steel industry, and one of the most successful in the world. We are present in 7 countries and have 20 production sites. And we're not stopping there! We know why we exist. We believe in our strategy. We are driven by strong values. The only thing missing is you. Make a big impact and shape the future of a carbon-neutral steel industry with us!

Function

The Category Manager manages and optimizes strategic purchasing for assigned categories (Direct, Indirect, or EU materials and services). The mission is to ensure effective purchasing, supplier management, and the optimization of cost, quality, and delivery.

This role includes defining and implementing sourcing strategies while ensuring an approach aligned with company objectives and collaborating with internal stakeholders to maximize supply chain performance.

The Category Manager Energy is responsible for defining and implementing the procurement strategy for all energy-related categories while contributing to the European Energy Strategy of NLMK Europe. The position aims to secure competitive, reliable and sustainable energy supplies while managing market volatility.

Responsibilities:

- Develop and execute the sourcing strategy to maximize value creation and meet long-range business needs.
- Manage purchasing risks by monitoring market trends, price fluctuations, and geopolitical risks to develop mitigation strategies.
- Supervise contract management in collaboration with the legal department and ensure supplier compliance with contractual obligations.
- Lead negotiations with suppliers to maximize added value and generate cost savings while minimizing risks.
- Manage supplier relationships by selecting strategic partners, evaluating performance through KPIs, and ensuring continuous improvement.
- Work in close collaboration with internal stakeholders (Production, R&D, IT, HR, or Finance) to guarantee alignment between purchasing and operational needs.
- Analyze financial and operational performance of managed categories and implement tracking indicators such as SLAs and KPIs.
- Provide direct line management to the Category Lead team, ensuring clear objectives and resource allocation (specific to Direct and Indirect roles).
- Act as an escalation point for critical category decisions, supplier issues, and stakeholder conflicts to ensure business continuity.
- Foster a culture of standardization and best practices across the team through consistent use of purchasing methodologies and tools.

Profile

- Hold a master’s degree in Business, Engineering, or equivalent.
- Demonstrate at least 7 years of experience in purchasing with a specialization in sourcing.
- Show a proven track record of delivering against targets and objectives.
- Possess experience in project management and commercial agreements management
- Master English and French fluently with the ability to present complex information clearly.
- Demonstrate strong skills in supplier management, negotiation, and market analysis.
- Master quantitative analysis to identify the financial impact of decisions.
- Excellent communication skills towards C-Level management.

Additional competencies

- Demonstrate strong analytical and financial modeling skills to evaluate complex data, identify key trends, and provide strategic recommendations.
- Build and maintain productive business relationships while cooperating effectively within multifunctional and multicultural environments.
- Influence and negotiate at all levels of the organization through excellent communication and stakeholder management.
- Manage multiple projects and changing priorities simultaneously with high organization, structure, and attention to detail.
- Act as a proactive process owner with a result-driven mindset and the ability to challenge problems to find optimal solutions.
- Foster a collaborative team spirit and deliver high-quality results under pressure within established deadlines.

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