



China-Britain
Business Council
英中贸易协会

China-Britain Business Council (CBBC)/英中贸易协会

The **China-Britain Business Council (CBBC)** is the UK's leading independent source of China business information, advice, consultancy and services for UK industry.

For more information about us, please visit our website at <http://www.cbbsc.org>.

In conjunction with our member organisation, Volution Group Plc, CBBC is currently looking to recruit a candidate for the following position, which will be based in Hangzhou.

Procurement Manager – Volution Group Plc. Hangzhou **www.volutiongroupplc.com**

volution

Package: Competitive salary and benefits package in the range between **RMB 18,000 -RMB 20,000**, based on matched qualification and experiences

Location: Hangzhou

Volution background information:

Volution Group plc, a leading international designer and manufacturer of energy efficient indoor air quality solutions floated (2014) on the London Stock Exchange company in 2014. Volution Group comprises 19 key brands across three regions:

UK: Vent-Axia, Manrose, Diffusion, National Ventilation, Airtech, Breathing Buildings, Torin-Sifan.

Continental Europe: Fresh, PAX, VoltAir, Kair, Air Connection, Rtek, inVENTer, Ventilair, ClimaRad, ERI Corporation.

Australasia: Simx, Ventair, Manrose.

We aim for our products to enhance customers' experience of ventilation by reducing energy, improving design and making them easier to use.

We will continue to build on our core strengths and strong industry track record to gain further market share in each of our core geographical markets. We intend to achieve our goals through a combination of organic growth and selective acquisitions. 2021 revenue was £272 million and the group has delivered a compound annual growth rate (CAGR) in earnings of over 13% since list in 2014.

Volution delivers market leading gross and operating margin financial performance. Our scale in our industry enables us to leverage our supply chain to benefit the performance of the group. We are an attractive blue chip customer for our suppliers and we demand the highest standards in what we expect to be long term relationships with our key supplier partners.

The Role:

To take a leading role in co-ordinating Volution's sourcing within the Far East and to assist the Head of Group Procurement in carrying out the company's China based purchasing strategy, supporting strategy & target development to group objectives as follows:

- 1) Assisting the company to monitor and audit the performance of existing Chinese suppliers ensuring compliance with our strict policies and procedures.
- 2) To identify and liaise with new suppliers who can support specification and quality targets required to meet regulatory and market requirements. Identifying new suppliers to help us underpin our organic growth and operating margin targets is essential to the delivery of our long term strategy.
- 3) Source new products and components that meet the required specifications and cost parameters as required by the Group's operating companies.
- 4) Support purchase order management as necessary to ensure that suppliers are employing best practice to ensure products and components are delivered to the Group's operating companies on time and at best value.
- 5) To set targets and manage the day-to-day activities of the Quality Manager in China and ensure motivation and performance are at optimal levels to achieve the targets.

Responsibilities:

- Act as the key point of contact and liaison with suppliers in China for all Volution companies, currently 90+ active suppliers with over £25 Million spend.
- Work within matrix organisation structures, supervising day-to-day activities of a Quality Manager who reports into the Head of Group Procurement.
- Implement cost savings across key categories without detriment to quality of product and service levels provided;
 - Cost saving targets are set annually.
- Support purchase order management activities with key suppliers through the following:
 - Agreeing priority suppliers and products with the UK based Sourcing Manager
 - Work with the suppliers to identify any purchase orders that are affected by shortages and/or delays and communicate clearly to the business.
 - Work with suppliers to mitigate shortages and access spot buy electronic components and any other materials that may be in short supply.
 - Coordinate annual requirements of key electronic components from the Group's preferred distributors to ensure that suppliers (PCBA manufacturers) have their allocations secured at agreed prices.
- Implement alternate sources for key identified categories;
 - PCBA's, Motor/Fan systems, factored products
- Develop and implement appropriate contracts/price agreements for all key suppliers.
- Project manage the assessment of supplier capabilities through commercial and factory audits
- Project manage implementation of all new product activity within Asia Pacific.
- Keep abreast of market conditions and developments in Asia Pacific region via various tools, including material commodity index tracking.
- Help the technical support develop detailed specifications for all products imported from Asia Pacific, and monitor conformance to technical and performance related specification of suppliers.
- Via quality control resource, liaise with suppliers to resolve quality and lead time issues and implement process improvements.

Skills & Qualifications:

- Graduate in business or engineering preferred.
- Minimum of 5 years experience in a technical oriented procurement/sourcing/buying role.
- Ideal but not essential to have prior experience within Ventilation or Air Conditioning market.
- Experience sourcing electronics-PCBA's
- Ideal but not essential: to have sourcing background within one or more of the following categories; Motors/Fans, Injection Moulding technology

- Proven prior supervisory responsibility of small team desirable.
- Proven project management experience, managing conflicting priorities across multiple stakeholders and companies.
- Ability to work well under pressure, prioritise and work within tight timescales.
- Self motivated, confident, independent with desire to pursue a career in a fast moving environment.
- Highly numerate with excellent analytical skills.
- Proven strong negotiation skills within commercial environment.
- Excellent English communication skills, both verbal and written
 - Other EU language would be an advantage
- PC literate with an advanced working knowledge of spreadsheets, including Pivot tables, V-look ups, nested 'if' statements etc.
- Willingness to travel when necessary within China, staying overnight, and potentially to other Far East countries.
 - Role will have expected travel requirements around 30% of time.

The job holders will report administratively to CBBC, and functionally will report to and be supported by the Head of Group Procurement in the UK.

Benefits and conditions of employment

CBBC offer competitive packages which include basic gross salary, social insurance (CBBC cover both employee and company contributions), medical insurance, and generous leave entitlement.

The gross annual package for this position is RMB 234K – RMB 260K with annual pro rata leave entitlement of 22-days for Chinese nationals.

Interested candidates are invited to send a letter explaining how your personality and experience meet our requirements and an indication of your current salary and expected salary together with detailed CV to the following email address: CBBCCLPHR@cbbc.org. Please use “**Volution HZ – Candidate Name**” as the subject of the email.

We regret that only short-listed candidates will be notified and that applicants who fail to provide a cover letter and use wrong subject of email will not be considered.

The closing date for applications is **31st December, 2021**, the selected candidates must be available for interview in the week commencing **10th January 2022**.

Telephone enquiries and personal visits will NOT be accepted.