

Title: Purchasing Manager Metals **Date:** 07/11/2010

Location Canton/Greenville **Function** Purchasing **Job Level** M2

Position Reports to Vice President Purchasing

Purpose

Describe why this position exists in the company.

- Develop and implement metal sourcing strategy for North America by evaluating aspects of market environment, competitors, existing and potential sources, product specifications, manufacturing needs.
- Develop supply chain processes/systems that result in the lowest total cost of ownership for purchased goods and services. Lead activities with Supply Chain, manufacturing and product management to develop an efficient, effective and reliable global supply chain.
- Selects, develop suppliers and manages key supplier relationships, often dealing with complex interactions (e.g. suppliers customers, different cultures –Asia, large multi billion companies..). Create and maintain supplier relationships that result in mutual benefit.
- Manage and negotiate annual purchases of Steel (bar, tube, strip, wire) for the bearing entities of JTEKT in North America. Develop and execute purchase agreements that protect the short and long term interests of the Company, while meeting all legal requirements.
- Direct about \$60M in purchases annually, impacted \$100M annual in global purchases. Direct purchases across 10 plants and greater than 20 domestic and international suppliers.
- Develop and propose alternative projects and innovations with detailed financial and market analysis. Generate, lead and drive continuous improvement activities that result in first-time quality annual savings of 2 to 5%, and world-class customer service.
- Monitor global metal pricing and technology to ensure that Business obtains best in class pricing . Set target pricing for country based sourcing groups
- Lead projects for Inventory Management, Consignment, Vendor Managed Inventory (VMI), Just in Time (JIT) arrangements, stocking requirements, and incoterms.
- Work closely with the other regional teams supporting and coordinating regional tactics and initiatives.

End Results and Deliverables

List statements which describe the primary results for which this position is held accountable. Please limit the list to critical deliverables.

- Savings 2 to 5% YoY
- Contracts and rules of Engagement with Key suppliers
- Key creative options and strategies for commodities.
- Key projects cross functionally to impose Ebit and Cash of the company
- Stable and reliable and responsive supply chain.
- Development of new sources and new programs

Education

Describe the combination(s) of formal education, training and/or relevant work experience that are required for an associate to be transferred to or hired for this position. For example, a specific level of education may provide the skills but a lesser level of education combined with relevant work experience would similarly provide the skills.

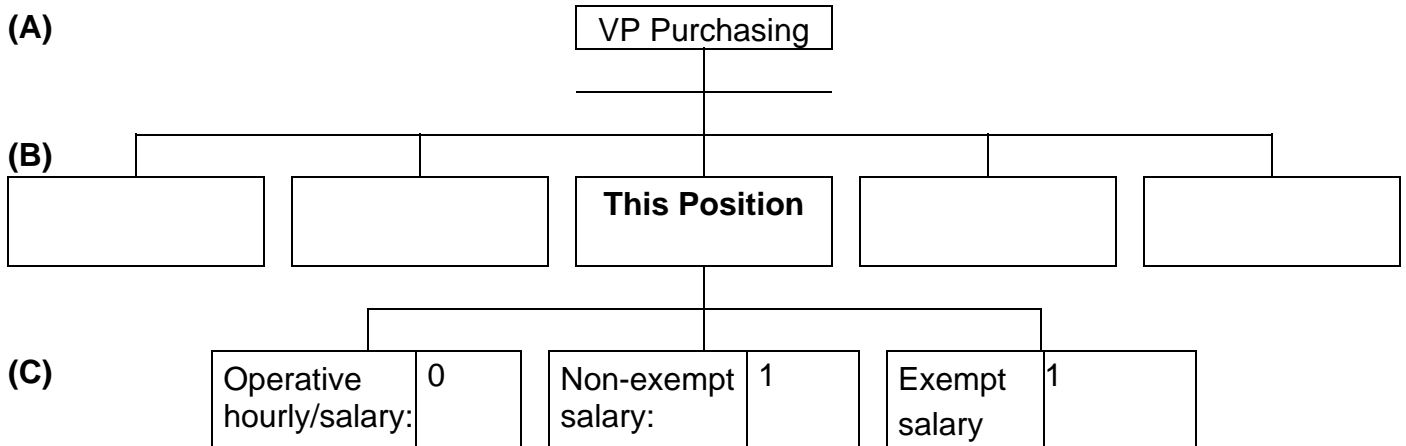
Formal Education/Training	X	Major Area of Study	Relevant Work Experience	Length of Experience
High School / GED				
2 year degree				
Apprenticeship				
4 year degree	X	Engineering	Product management, engineering, metallurgy	7-10
Master's degree	X	Engineering, MBA, supply chain, Marketing, Strategy		5
Ph.D/JD				
Certificates				
Licenses				
Other				

Other Skills and/or Experience

Describe the type and length of work experience required for success on this job.

7 -10 years of experience in Supply Chain (Purchasing), Engineering, product management or Sales.
Experience or education with Metallurgy.

Position in the Company
 Show the titles of the next levels (A), peer or fellow team member positions (B), and if applicable, the number of positions supervised (C).



Approvals
 The next level above this position must approve this addition

	Date .
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Please email your resume and cover letter to Mr. Kim Ridgway at:
kridgway@koyobearings.com