



## Specialist Negotiation Excellence - Procurement Academy & Negotiation Strategy (f/m/div\*)

### Job description

The Procurement Academy provides trainings to all procurement team members. It comprises introduction trainings for starters, negotiation strategy for buyers as well as trainings in procurement processes and methods. With its negotiation strategy initiative, procurement aims at introducing new negotiation methods, such as game-theory based negotiations, into its toolbox in order to further strengthen its bottom line contribution. The Specialist Negotiation Excellence - Procurement Academy & Negotiation Strategy is part of the Procurement Center of Excellence and supports the Director Negotiation Excellence in driving the Procurement Academy topics as well as contributing to the negotiation strategy initiative.

In your new role you will:

- **Develop and support the Procurement Academy** by creating new trainings in collaboration with subject matter experts
- **Coordinate and conduct procurement trainings** for new starters, negotiation strategy for buyers as well as processes and methods
- Be responsible for the **organization and marketing** of the **Procurement Academy**
- **Support the negotiation strategy initiative** by coordinating negotiation support
- **Support** high-stake, game theory-based **negotiation preparations**
- **Create support material** and **organize yearly negotiation events**

### Profile

You like to drive topics to the next level and embed them successfully in an organization. You are solution- and service-oriented, eager to learn, like to share knowledge and as a real team player, you quickly establish successful cooperation and relationships within a dynamic and international environment. Furthermore, you enjoy structuring a new topic before implementing it in a result-oriented and conscientious manner.

Beyond, you are best equipped for this task if you have:

- A **degree in economics, business administration, industrial engineering** or similar
- Experience in **conducting trainings and presenting to larger audiences**
- First **work experience in procurement**, sales, enablement or similar is a plus
- Knowledge of **Game Theory and its application** is a plus
- Experience in **reporting and presenting results to management**
- Very good **analytical, project management and communication skills**
- **Fluent in English**, German is a plus

### At a glance

Location: **Munich**  
Job ID: **319104**  
Start date: **Jul 01, 2021**  
Entry level: **0-1 year**  
Type: **Full time**  
Contract: **Permanent**

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### Contact

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