



**essent**

VACANCY

# Head of Procurement and ICM

## Requirements

- Over 15 years of experience
- In an internal procurement/purchasing
- Or in category management
- Within the energy sector
- Building a strategy based on scenarios
- Stakeholder management
- Leading a team

📍 's-Hertogenbosch 📁 Minimum of 15 years experience



**Essent, part of E.ON, is market leader in the Dutch energy sector and is working hard to contribute to and be a leader in the energy transition. The experienced Head of Procurement and ICM takes on a dual role, ensuring the procurement function has a strategic seat at the table at Essent, and co-leading the establishment of an international category management Center of Excellence at E.ON.**





## ABOUT THE COMPANY

# Essent

**Essent is the market leader in the supply of energy and gas in the Netherlands. Every day, Essent finds newer and smarter ways of being the best together, as one team. Focus, ownership, and discipline drive Essent's success. The company's straightforward mentality helps retain the loyalty of millions of consumers and businesses. Not just in energy and gas, but also in energy-related products and services, and in important contributions to the energy transition.**

As part of E.ON, and with the brands Essent, energiedirect.nl, Powerhouse and Vandebroen, Essent creates impact for its customers. Its mission is to bring affordable energy solutions within reach for everyone.

E.ON is on a journey to becoming the sustainable platform for Europe's green energy transition, driven by innovative ways of working. The company's sustainability strategy encompasses a target to reduce greenhouse gas emissions and be carbon-neutral by 2040.





VACANCY

## Head of Procurement and ICM

**The Head of Procurement and ICM holds a highly exciting, dual role at the heart of the customer solutions business of Essent and E.ON. On the one hand, they are responsible for procurement at a strategic and tactical level, reporting to the COO of Essent. On the other hand, they lead the International Category Management for E.ON's Installation Services organization, reporting to the Director of Supply Chain and Procurement at E.ON.**

### **Procurement**

The Head of Procurement and ICM is an experienced people manager who leads and inspires Essent's procurement team of 22 fte and is responsible for Essent's procurement budget of several hundred million euros. In this role, they will take the opportunity to turn the procurement function into a strategic component of the business, ensuring a seat at the table as a valued business partner. The ability to establish a data-driven understanding of trends is of great importance here. From geopolitical events to the energy transition, it all impacts the supply and demand of energy in a highly dynamic market – and the Head of Procurement and ICM has the opportunity to build a procurement strategy that takes several scenarios into account. In addition, the Head of Procurement and ICM defines strategic and operational purchasing policies for services and materials, and is responsible for claims management, contract drafting, driving supplier development, and ensuring compliance with regulations. The Head of



Procurement and ICM collaborates with several stakeholders within the business to identify new opportunities and open competitive channels.

### International Category Management

E.ON's Installation Services organization is a dynamic and growing international combination of partnerships between installers and suppliers, all working to install energy solutions for E.ON's customers. The Head of Procurement and ICM builds an understanding of developments within the connected businesses and proposes an approach to feed this into the supply chain and category management strategy. This part of the role sits in the ICM Center of Excellence, with a strong focus on sharing and implementing best practices. In this role, the Head of Procurement and ICM coordinates the international team across several locations

The right candidate has the maturity to directly lead a sizeable procurement team while also coordinating the decentralized ICM team. They have experience in the energy business and in procurement, but rather than being a subject matter expert, they are able to rise above the details, maintain an overview, understand the most important strategy drivers, and set the agenda for strategy creation and best practice sharing. This is a unique opportunity to make an impact by driving value for Essent, E.ON, and customers.■



**Interested?** Essent is working with Top of Minds to fill this vacancy. To express your interest, please contact Annelijn at [annelijn.nijhuis@topofminds.com](mailto:annelijn.nijhuis@topofminds.com).



**“Essent’s procurement organization is quite mature, whereas E.ON’s International Category Management is fairly new. This makes for an exciting mix of challenges and phases in which the organization finds itself. In both components of the role, however, the candidate has the opportunity to establish a strategic approach to the questions at hand, and set a high bar for procurement and category management excellence**

Pawel Krych, Director of Supply Chain and Procurement at E.ON