

Procurement Specialist

The Procurement Specialist in the automotive sector is responsible for sourcing, negotiating, and managing the acquisition of materials, parts, and services that are essential for production and operations. Their main activities include supplier evaluation, contract negotiation, cost analysis, and ensuring compliance with regulatory and sustainability standards. They optimise procurement strategies to balance cost, quality, delivery times, and risk management.

Key responsibilities involve developing sourcing plans, analysing market conditions, managing supplier relationships, and using data-driven tools for supply chain optimisation. They also ensure alignment with corporate sustainability targets by integrating green technologies and monitoring suppliers' environmental performance.

Essential competences include green competences (environmental regulations, sustainable technologies), digital competences (supply chain analytics, use of ERP and procurement platforms), soft skills (negotiation, critical thinking, attention to detail), transversal competences (collaboration, market analysis, procurement systems), and sector-specific knowledge (quality control techniques, vendor management, supplier relationship management).

ESCO Mapping

<https://esco.ec.europa.eu/select-language?destination=/node/1>

ID	NAME	Concept URI
1213.3	procurement department manager	http://data.europa.eu/esco/occupation/91f93dc4-1b71-4053-b6fb-c579ec19303a
2422.14	procurement category specialist	http://data.europa.eu/esco/occupation/0561328b-875b-4ae2-9ba1-9af9049aef01
2422.15	public procurement specialist	http://data.europa.eu/esco/occupation/cb4f98c8-6b8d-41d8-87eb-a2a2033a3a25
3343.1.5	procurement support officer	http://data.europa.eu/esco/occupation/c9b2b0a7-0adc-4ca7-bf7c-dc95e18aeac7

Context

EQF Level	6/7
Departments	Logistics Purchasing Sales Recycling

Green Competences

ID	Name	Type	Description	Level	ESCO
C02 4	Environmental regulations	Knowledge	Describe EU and international environmental regulations that impact procurement strategies. ▪ Explain requirements for CO₂ reduction in supply chains ▪ Analyse supplier compliance with ESG standards ▪ Monitor regulatory updates and anticipate changes ▪ Advise management on risks of non-compliance	2	Link
C02 6	Integrate sustainability in sourcing	Skill	Align procurement strategies with corporate sustainability and ESG objectives. ▪ Incorporate eco-criteria in supplier selection ▪ Evaluate suppliers' sustainability KPIs ▪ Recommend sourcing strategies that reduce environmental impact ▪ Support innovation in circular economy sourcing	3	

Digital Competences

ID	Name	Type	Description	Level	ESCO
C090	Perform supply chain analytics	Skill	Apply advanced analytics to optimise sourcing and supplier performance. ▪ Collect and interpret large datasets ▪ Apply predictive models for demand and risk ▪ Benchmark supplier performance ▪ Present insights for strategic decision-making	3	Link
C091	AI-enabled demand forecasting	Skill	Use AI tools to forecast demand and anticipate supply risks. ▪ Train models with historical data ▪ Simulate supply disruptions ▪ Apply forecasts in sourcing decisions ▪ Communicate results to stakeholders	3	

Soft Skills

ID	Name	Type	Description	Level	ESCO
C145	Negotiate strategically	Skill	Conduct high-level negotiations to achieve competitive advantages. ▪ Define negotiation strategies ▪ Build long-term partnerships ▪ Secure terms that support innovation and sustainability ▪ Document agreements clearly	3	Link

Transversal Competences

ID	Name	Type	Description	Level	ESCO
C165	Apply critical thinking	Skill	Analyse sourcing problems and propose reasoned solutions. ▪ Evaluate supplier offers objectively ▪ Challenge assumptions in negotiations ▪ Justify decisions with data Recommend improvements to sourcing processes	3	Link

ID	Name	Type	Description	Level	ESCO
C18 1	Conduct market analysis	Skill	Analyse market conditions to support procurement strategies. ▪ Research global suppliers ▪ Identify risks and opportunities ▪ Evaluate competitive trends ▪ Report findings to management	2	Link
C18 4	Risk management in supply chains	Knowledge	Describe frameworks for identifying and mitigating procurement risks. ▪ Explain supply disruption risks ▪ Differentiate financial vs operational risks ▪ Identify critical suppliers ▪ Support risk monitoring policies	2	

Sector Specific

ID	Name	Type	Description	Level	ESCO
C26 0	Supplier relationship management	Skill	Build and manage long-term supplier partnerships. ▪ Define joint KPIs ▪ Develop innovation projects with suppliers ▪ Monitor strategic supplier performance ▪ Resolve conflicts constructively	3	Link