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We are a successful management consultancy, specialized in integrated services in the strategic and operative tasks of the industry. Our clients appreciate the thorough and implementation-orientated approach to consulting, resulting from the combination of cost competence for product cost optimization and management know-how, as well as conceptual strength and implementation skills.

The work with permanent staff is an important component of our consulting philosophy. We have a growing quantity of orders and are planning our human resources development for the long term.

Do you want to be a part of a partnership-orientated organization that requests analytical, conceptual skills and social competence as well as mobility? Then we have the right position for you as:

## **Principal (f/m)**

### **Product cost optimization**

#### **Your perspective:**

After a short introduction to our experienced consulting team, you will support our renowned customers from different branches within creating/optimizing product costs and their business processes. We offer you the chance to contribute to the success of our clients with your knowledge and to develop professionally.

You will work in project-related teams with colleagues and clients from several functional areas.

You will actively shape the expansion of the consulting fields in the operative excellence (processes, organization, etc.). Our cooperation is based on openness and mutual trust.

### **Your tasks:**

- Independent planning, implementation and communication of project work for the analysis and optimization of product costs.
- Carrying out product costs workshops in teams with our clients and their suppliers and customers.
- Completing and validating product cost calculations following the bottom-up principle with knowledge-based analysis and the PLM calculation software of the Siemens Teamcenter Product Cost Management (formerly Perfect ProCalc®).
- Supporting negotiations with suppliers and customers to implement the project aims.
- Reviews with the project team members as back up for the calculation quality.
- Cooperation in the expansion and maintenance of our internal knowledge domain concerning technologies and production processes as well as suppliers.
- Building up customer relations and protecting long-term business connections through active management of customer relationships and work by acquisition.
- Moderating professional workshops, preparing and carrying out persuasive presentations and documentation.

### **Your qualifications:**

- You have successfully completed a degree in engineering, engineering economics or a comparable field with a technical background, and have at least 8 years of work experience in the field of production.
- Ideally, you have work experience in the consulting industry and/or with the main focus on product cost optimization in the automotive industry or utility vehicle industry, in purchasing or manufacturing.
- You have solid practical knowledge of current manufacturing technologies (e.g. mechanical treatment, casting, etc.) and adequate knowledge of cost calculation.
- You are familiar with the procurement market of your technology and current technology trends in the branch.
- Initial experience in negotiations of purchase prices is desirable.
- You have profound knowledge of interdisciplinary international project work and the ability to communicate with different levels of hierarchy. Ideally, you can give evidence of having led projects for several years.



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- In addition to a high level of cost and quality awareness, the job requires distinct persuasive and assertive abilities, an independent and structured working attitude, a talent for negotiations and good judgment of what is feasible.
  - Mobility, a great willingness to travel as well as fluent business German and English (speaking and writing) are necessary conditions for the consulting work.

So are you striving for collaboration with a rapidly growing “hidden champion” of product cost optimization, with subsidiaries in Europe and USA? Would you like to actively use your experiences in technology to increase our clients' competitiveness? Then we have the right job for you and we look forward to future communication.

The operating place is orientated towards the need so for customers, although it is also possible to work from home on some days.

Please apply directly to Mr. Andreas Tsetinis with your documents (curriculum vitae, copies of reports, etc.) and with information on your salary expectations.

Please send your application to the following email address: [a.tsetinis@tsetinis.com](mailto:a.tsetinis@tsetinis.com)

We look forward to getting to know you.