



Would you like to join?  
Submit your application and CV to [job@scalepoint.com](mailto:job@scalepoint.com)

If you have any questions about the position, contact Head of Strategic Sourcing, Casper Bonde Jensen by phone at (+45) 27 87 21 19 or email at [cbo@scalepoint.com](mailto:cbo@scalepoint.com)

# Scalepoint is looking for a Nordic Category Manager

## Aiming for new heights

At Scalepoint, we aim for the stars. Our ambition is clear: we want to conquer the world. We successfully help insurers help their customers. We support 26 insurers in five countries around Europe.

We are now looking for an experienced Category Manager to join our Strategic Sourcing team, whose main task will be to ensure that our customers have access to a portfolio of highly competitive agreements. You will be part of a dynamic and committed team working to establish, maintain and develop a network of suppliers within such diverse industries as jewellery, electronics, bicycles, clothing, furniture, etc. For the right person, there will be plenty of opportunity to help develop our sourcing strategy as well as our methodology, thereby leaving your mark on the way we do business.

The job is based in our headquarter in beautiful Copenhagen, and approximately 40-60 days of travel per year is to be expected.

## What kind of geek are you?

At Scalepoint, you will meet other geeks. They love to go to work – just like you. We'll be looking forward to working with you if you are a world champion when it comes to:

### Strategic Sourcing

You're a sourcing geek to the bone, and you have a track record that shows this. You welcome the opportunity to take full ownership of your own categories, and you pride yourself on running them efficiently. To optimize these categories, you develop strategies with a long-term perspective but also stay close to the market to identify opportunities as they arise.

### Strategic thinking but not afraid to get your hands dirty

You are both analytical and strategic in your approach to working with suppliers, and you bring the entire commercial toolbox to your supplier meetings – not just the hammer. You understand that an agreement is only truly viable if it benefits both parties, and you are not afraid to be hands-on when it comes to going the extra mile to make this happen.

### Team play with ability to work independently

You are a self-starter; you take responsibility and you involve both internal and external stakeholders to drive your categories forward. As a person you are not reckless but understand that making mistakes is part of taking

ownership. Most likely you prefer to try out something today and fail, rather than spending the next month contemplating everything that could go wrong.

## What to dive into

At Scalepoint, there's always room for developing and exploring great ideas. We know it takes high ambitions to conquer the world. Together with the team, you will dive into the following tasks, among others:

### Supplier development

One of your key tasks is to develop our network of suppliers. With your strong interpersonal skills, you maintain an ongoing dialogue with our existing suppliers, some of which are large and international, and being a natural extrovert, you also enjoy seeking out new potential suppliers. Negotiation is in your DNA, and you know your way around an RFP and an RFQ.

### Process optimization

You share our dedication to always improve. We believe that if you see something wrong you should fix it, and we want to foster an environment where everyone works like this. Continually optimizing our procurement processes is part of our daily work.

### Communication

You take an active role in communicating both to our customers and to our suppliers, whether the subject is our overall strategy, status on your categories, or something completely different. You are confident in talking and presenting to all levels of the organisations.

## Scalepoint spirit in everyday life

Come as you are. That's how we prefer it. You can easily leave dress codes, permanent lunch buddies, and corporate business attitudes at home. Our office is filled with hugs and high fives – and we believe that everyone is doing their best.

We have employees from 11 nationalities, spread across our offices in Copenhagen, Poland and Switzerland. 63% of us ride a bicycle to work. 42% eat vegetarian lunch. 38% are parents. And 52% do not work out on a regular basis. Our unofficial and self-declared Minister of Sports tries to create a movement by introducing soccer and running club. However, that might not change the fact that we have a very generous attitude to sweets and cake. But that's ok because we do have a lot to celebrate at Scalepoint.

## Would you like to join the journey?

You must be able to write and speak English and Danish fluently and be proficient in Norwegian. We expect you to have a minimum of 3 years of experience from a similar position (or 2+ years of experience from Management Consulting) and a proven track record. But we want to stress that your engagement and commitment is what matters most.

Are you ready to jump on our ride? Submit your application and CV to [job@scalepoint.com](mailto:job@scalepoint.com). We will review the applications and conduct interviews continuously.

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