

Improving Yourself As A Purchasing Manager

In the automotive world, purchasing management is becoming an increasingly complex job. Purchasing management essentially deals with the corporate buying of all products used by a company, from office supplies to warehouses. As automotive companies expand and set up factories and warehouses on the international scene, purchasing managers have to work with other managers by phone or Internet to co-ordinate purchasing down to the smallest detail. After all, the automotive industry requires that close attention be paid to profit margins and budgets. As such, the purchasing manager position in the UK and around the world is becoming tougher for new professionals.

However, purchasing managers need to realise that there are simple ways to improve their daily lives and exceed expectations. The key for any purchasing manager is not to lose the forest for the trees, or the company pens for the corporate budget. Purchasing managers who focus on every aspect of their job and improve on those aspects little by little will find themselves better able to handle the stresses of their job.

One way to improve as a purchasing manager is to take a few additional minutes each day to review industry and corporate news. Purchasing managers, like other management professionals in automotive firms, need to be aware of the direction of their company and the strength of the competition. By reviewing press releases, analysis, and news, purchasing managers are better informed on how their decisions will influence the firm.

Purchasing managers should also schedule a short meeting daily with their buyers and other professionals. While purchasing professionals have plenty of meetings with outside vendors and others within the firm, an informal stand up meeting can create a better sense of teamwork. As well, these informal sessions can keep everyone updated on what the office is doing as a whole to improve the corporate lifestyle of their employer.

Finally, purchasing managers in the automotive field need to be able to speak in different manners with diverse groups. A manager may have a meeting with shareholders in the morning, a lunch meeting with a vendor, and an afternoon meeting with company executives. All three groups require a different approach and a purchasing manager needs to learn these approaches in order to succeed. The best advice that can be given to a purchasing manager is to listen carefully to what different groups have to say and research their needs prior to meetings. By demonstrating interest and concern for their needs, a purchasing manager can become more successful and make their firm more successful as a result.

Source: <http://www.articlecircle.com>

About the Author

Richard Taylor Edwards is the Managing Director of Talisman Executive, a specialist recruitment agency for [construction careers](#) and [construction jobs](#) in the UK and Europe.