



Technical buyer openings

Technical buyers are the ones who decide if you have met the basic qualification of technical education to get the work done. They will measure your technical and scientific solution against a set of specifications and requirements. You must remember that your solution passes and collect it with them or they will make sure your idea goes no further. Their natural leaning is to be skeptical that your solution will work; they are some technical hotshots in the industry or company and you have to show to them that you can meet their requirements. Technical buyers are the same as any other technical person to your workers—they would rather be doing "actual and real work" instead of writing or reading an offer. In other words, they are likely to have a less than optimistic approach even before they start reading your proposal. Your work is to give them what they want to see fast and quickly, and make it as easy as possible to search.

These folks read the technical areas, and not much else. The technical buyer is searching for the following:

- Solicitation requirements must be fulfilled. Address their specific issues in a good manner. This is common among all the readers of your suggestion. It means that you will have to find the hot buttons of the [technical buyers](#). You should have technical insights into their major matters. They'll want to see that you not only understand the technical areas of the work like this in general, but also know how to apply it to their required project. They'll look to see if you have weighed the chances of your approach against the payoffs. Then they'll want to see how you mean to alleviate any risk.
- Above all, they want to get a warm sentiment that they can trust, and make sure that you have the appropriate knowledge of technical education and are a specialist that can carry out their project. If you are going for the [job of technical buyer](#) then you must answer every requirement/question in the order determined by the solicitation. These readers will stick to their sheets of evaluation and will want to see your answers in the positions they expect them to be.
- You should address and call out critical scientific issues in a good manner. This is the best and easiest method to encourage the technical buyer that you have a hold on the technical approach to solve their problems.
- Prove your claims. Reader of Technical knowledge will be doubtful of such claims as "we have general experience," or "we are exclusively qualified." When you decide to make a claim, back it up with some verification. You should be complete and logical. Try to use graphics related to technical knowledge. You should score points with your XY graphs, data point plots, cross-section drawings and tables with numbers.

Finally, hit on their important matters and highlight the advantages of your solution. This will ensure that they get the clear concept that you are as concerned about their requirements as about any others. As a Technical Buyer you will be the expert of the Department of Central Purchase in the field of hydraulics (power packs, cylinders, cables), studs (fixation for, for example bearings) and steel cables. You will be responsible for the purchase orders. The Technical buyer needs to check the specifications of orders that depend on the work drawings. They must collect quotations from different parties. They must also select new suppliers if it is required. You should check the stock available in the warehouse. Submit orders via our automated and computerized system. Set different agreements with dealers on delivery and quality and monitor it afterwards. Consult internally with customers on delivery times, quality, progress, etc. You should have technical training comparable to an MBO level of thinking and work level. You should have knowledge and large interest in the mentioned systems and you must consider it a test to buy all materials on time and according to requirements. A commercial sense and attitude is essential in this position.

Many latest manufacturers of technical products have shaped out that their target market of technical buyers and engineers and therefore that is what they require as well. They are altering their marketing mix to compete on the Internet and raise their business. Some online marketing suggests accountability, but not all online strategies of marketing are equally efficient. Relying on Web sites of company and general search engines is not sufficient, and email and campaigns with a banner don't make engineers get what they need when they need it. There is an online environment, such as Global Spec, that brings manufacturers and engineers together. The Technical Buyer will be capable of doing all aspects of a cradle-to-grave procurement in a Federal Government contracting environment. The individual will be responsible for organizing moderate to complex procurements. The candidate must be well organized and capable of handling more than one project. Responsibilities and duties will include interfacing with vendors and customers,



Purchasing Career Feature

placing orders, initiating procurements, generating applicable reports and maintaining the purchase order files. Candidate will also report to Executive Management. The technical buyer must implement and develop procurement and purchasing company strategies. They must take benefit of cost reduction opportunities

as they are defined. They should be able to manage existing dealings with suppliers to meet company requirements, client department and including process of vendor qualification. They should oversee observance of suppliers with specification of performance metrics and material.

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