

Exail Robotics Belgium – Buyer

Mission

As a Purchaser, you will oversee the strategy, development, and performance of all purchases for a given segment. Acting as the interface between technical and industrial teams and suppliers, you will help to guarantee availability, quality, cost, and industrialization.

Responsibilities:

- Define product requirements and draft technical specifications in collaboration with the R&D, production, and quality teams.
- Source and select the most suitable suppliers.
- Manage calls for tenders, analyze technical/commercial bids, and recommend purchasing decisions.
- Negotiate prices, deadlines, commercial terms and conditions, and ensure contractual follow-up and support in dispute resolution.
- Help to ensure product/process consistency in conjunction with internal multi-site technical teams (France).
- Support supplier performance (quality, costs, deadlines) in conjunction with the supplier quality manager.
- Ensure production start-up, monitoring of technical developments, and problem resolution.
- Continuously optimize cost/quality/lead time throughout the product life cycle.

Your profile

- Engineering degree or Master's degree in management/business.
- Solid technical knowledge in a demanding industrial environment.
- Proficiency in technical purchasing, negotiation, and complex procurement.
- Ability to manage projects, coordinate multiple stakeholders, and monitor multi-supplier developments.
- Analytical skills, rigor, pragmatism, and autonomy.
- Comfortable in an international environment and able to work with suppliers abroad. Frequent supplier travel to be expected (Europe).
- Strong negotiation skills, both internally and externally, with good mastery of negotiation techniques and consultation methods.
- Ability to operate both strategically (long term) and tactically (short term).
- Proactive mindset with a strong sense of ownership and initiative.
- Strong communication skills and the ability to build and maintain effective relationships; acts as a bridge between internal departments and external partners.
- Ambitious, open to change and genuinely interested in innovation and continuous improvement.

- Strong IT skills, including an excellent level of Excel proficiency.
- Fluency in French and English, both spoken and written; Dutch is a strong asset.

What can we offer you?

At Exail, you don't just get a job — you join an innovative and fast-growing organization where people, technology and ambition come together. In addition to an attractive salary package with a comprehensive set of fringe benefits and a strong focus on work-life balance, we offer:

- Up to 40 days of telework per year, giving you flexibility in how and where you work.
- A modern, inspiring workplace in Ostend.
- A role with a high level of autonomy and trust, where your expertise truly makes an impact.
- Extensive opportunities for personal and professional development.
- The opportunity to contribute to innovative, high-tech projects with real-world impact.
- A collaborative company culture that values initiative, ownership and continuous improvement.
- A workplace where fun at work matters: team events, informal moments, and a positive, supportive atmosphere.
- 12 ADV days on top of your legal holidays (based on full-time employment).

<https://www.exail.com/>