

# Category Manager OLED

## Tvoji zadaci

The Category Manager - OLED Purchasing is a strategic expert role responsible for driving sourcing excellence, cost transparency, and supplier leadership within the OLED ecosystem, with a strong focus on the Korean market.

Based in South Korea, the role combines deep market and technology expertise with hands-on supplier management to secure competitive advantages in acquisitions, negotiations, and long-term partnerships.

Acting as the key interface between global stakeholders and local suppliers, the position plays a critical role in shaping category strategy and strengthening the company's position in the global OLED market.

### 1. Market Intelligence & Strategy

- Develop and maintain a comprehensive, forward-looking understanding of the OLED market landscape
- Monitor and analyze competitor activities, technological trends, and regional dynamics
- Provide actionable insights on supplier strategies, capabilities, and positioning toward OEMs and Tier 1s
- Identify emerging risks and opportunities related to OLED technologies and supply chains
- Contribute to category strategy development and long-term sourcing roadmaps

### 2. Cost Analysis & Commercial Excellence

- Build deep transparency into OLED cost structures, including materials, processes, and capital expenditure drivers
- Support acquisition and quotation phases with accurate, data-driven cost models
- Identify and drive cost optimization opportunities across the product lifecycle
- Enable proactive and competitive pricing strategies in collaboration with internal stakeholders
- Strengthen negotiation positions through detailed understanding of supplier pricing models, NREs, and commercial levers

### 3. Supplier Management & Sourcing

- Lead sourcing activities for OLED components and related technologies
- Develop and manage strategic supplier relationships, particularly within Korea
- Conduct negotiations with key suppliers to achieve optimal commercial and contractual outcomes
- Identify and qualify new suppliers across the OLED ecosystem (including sub-materials and equipment providers)



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**REF4977V**

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Liderski nivo  
**Leading Self**

Pravno lice  
**AUMOVIO Electronics LLC**

- Drive supplier performance improvements in cost, quality, and delivery

#### **4. Network & Local Execution**

- Leverage an established industry network within the Korean OLED ecosystem
- Act as a key interface between global teams and local suppliers
- Utilize cultural and language fluency to build trust and enhance collaboration with Korean partners
- Provide on-the-ground support for critical negotiations, escalations, and business development activities

### **Tvoj profil**

#### **Required Qualifications:**

- Bachelor's or Master's degree in Engineering, Business, Supply Chain, or a related field
- Extensive experience in purchasing, category management, or sourcing within the OLED or display industry
- Strong understanding of OLED technologies, manufacturing processes, and supply chains
- Proven track record in cost analysis, supplier negotiations, and strategic sourcing
- Established network within the Korean OLED industry is highly preferred
- Native or fluent Korean speaker with strong English communication skills
- Must be eligible for overseas travel

#### **Competencies:**

- Strategic thinking with strong analytical capabilities
- Deep commercial acumen and negotiation expertise
- Ability to translate complex market data into actionable strategies
- Strong stakeholder management across global and cross-functional teams
- High level of autonomy, initiative, and execution drive

### **Naša ponuda**

**Location :** Sejong or Seohyun (To be discussed during the interview)

**Application Guide:** Please download, complete, and submit the provided application form.

<https://c.smartrecruiters.com/sr-company-attachments-prod-aws-dc5/681b2d3485c3bb61ebb8f208/8b7752fb-3553-4fd7-8a56-aa8cc10d7ddf?r=s3-eu-central-1>

### **Why This Role Matters**

This position is a critical enabler of competitive advantage in a fast-moving and strategically important market. By combining local expertise, cost transparency, and strong supplier engagement, the role will directly contribute to improved business outcomes in acquisitions,

negotiations, and ongoing supplier management.

### **Reporting Line**

This role reports into the global purchasing organization and works closely with cross-functional teams including engineering, sales, and program management.

Ready to take your career to the next level? The future of mobility isn't just anyone's job. Make it yours! **Join AUMOVIO. Own What's Next.**

### **O nama**

Since its spin-off in September 2025 AUMOVIO continues the business of the former Continental group sector Automotive as an independent company. The technology and electronics company offers a wide-ranging portfolio that makes mobility safe, exciting, connected, and autonomous. This includes sensor solutions, displays, braking and comfort systems as well as comprehensive expertise in software, architecture platforms, and assistance systems for software-defined vehicles. In the fiscal year 2024 the business areas, which now belong to AUMOVIO, generated sales of 19.6 billion Euro. The company is headquartered in Frankfurt, Germany and has about 87.000 employees in more than 100 locations worldwide.