

Job Listing Detail

Job Title: Internship: Negotiation Excellence - Procurement Centre of Excellence (CoE)

1. Introduction

As a Negotiation Excellence intern, you will be a part of our Procurement Centre of Excellence (CoE) team that is comprised of curious, driven and caring people working together with Versuni Businesses, Markets, Procurement and other functional teams on high impact projects. You will be a part of a central team that drives deep business insights, actionable strategic direction, and high-level negotiations for the company. You will be responsible towards the identification of projects, preparation and execution. You will be a part of the team that consists of top-level experts with wide-ranging backgrounds, nationalities, and competencies, based out of the Netherlands, Poland, Italy, and China.

Location: Amsterdam (Hybrid)

Type: Internship (Thesis/Non-thesis)

Duration: 6 months (possibility to extend to 12 months)

Working Hours: 32-40 hours/week

Expected Start Date: ASAP

2. The impact you'll make

- Support in the achievement of the value creation of procurement processes for our PHILIPS – branded products
- Working within Procurement organization, in the Centre of Excellence team and assisting in deep-divide strategic projects (topics including internal negotiations capability build-up and analysis, procurement communication strategy, high-impact negotiation strategy, supplier events, etc.)
- Assisting in ensuring an end-to-end connection between businesses, markets, functions, experts and execution teams by implementing a systematic and lean approach to ensure consistent and impactful execution
- Analysing & execution of dashboards
- Supporting in non-project related activities that make the team high performing
- Own & execute internal projects (topics could include, amongst others, designing Game Theory Negotiations, AI applied to negotiations, bilateral negotiations trainings, etc.)

3. The skills and knowledge you'll bring

- Studying towards your Master in Economics, Marketing & Communication, Business Management, Industrial Engineering, Math or related studies
- Strong and open-minded team player who can work with various nationalities and cultures
- Good communication and MS Office (Outlook, Excel, PowerPoint, etc.) skills
- Independent and organized way of working
- Analytical and abstract thinking



- Fluency in written and spoken English

4. Your benefits

- Great work experience in the front end of innovation.
- Learning experience to hone your skill set in strategic thinking, data analysis, market insights and communication.
- Exposure in an international environment with multi-disciplinary stakeholders & top management
- Monthly allowance based on your working hours
- Working from home and travel allowance (max. per law)
- 1 paid holiday per month
- Product discounts on all Versuni products which are sold under the Philips brand and our other brands

5. Important

Please note that in order to be considered for an internship, you need to be registered as a student during the entire internship period. Formal documentation of which may be requested at any time. Students from outside the EU need to fill in an NUFFIC agreement, which needs to be signed by the student and the university. Please note that the contents of our regular internship assignments are not suitable for professionals (and/or MBA students) with professional work experience.

6. About us

Versuni designs, manufactures, and sells market leading products under the well-known brands Philips, Saeco, Gaggia, Preethi, Philips Walita, L'OR Barista and Senseo. We do this with the simple yet powerful purpose of turning houses into homes.

We are proud of the products we make. As a leading player in domestic appliances, we offer sustainable products across kitchen appliances, coffee, air, garment, and home care. Our company is headquartered in The Netherlands, and has innovation, manufacturing, and commercial centers across the globe, with presence in over 100 countries. We employ 7,000 talented people who bring innovation to our customers.

We create a great place to work for those who share our passion, with high-performing teams as diverse as the homes we care for. We have big plans for 2024 and beyond, further driving innovation and growth within our global markets. What we need to achieve this are like-minded individuals who are determined to take their careers to the next level.

We have been 100% carbon neutral in our operations since 2020, but this is just the start of our plan. We know everything we use today will affect the planet tomorrow. For the past century, we've innovated to make products faster, better, and more energy efficient. A better future is possible with a plan that's built to last.