

## **About Applied Biomimetic (AB)**

Applied Biomimetic Inc. ([www.appliedbiomimetic.com](http://www.appliedbiomimetic.com))

Applied Biomimetic is a leader in the convergence of polymer and protein membrane technology. We have developed a high-performance membrane platform for water, life science, industrial biotech, food, and dairy separation applications.

Nature's ability to separate chemical elements at the molecular level with the use of highly specialized proteins in the channels of cell walls was the subject of [a 2003 Nobel Prize in Chemistry](#). AB has developed advanced capabilities in the expression, purification, and production scale-up of porins from biological sources methods. When these proteins are embedded it into a robust polymer structure, this achieves a unique membrane performance profile.

Our core technology is based on new chemistry and manufacturing methods to achieve highly permeable membrane material with narrow molecular size exclusion cut-off. By adding an active protein layer, the membranes will separate constituents at the ion level.

AB is focusing on the development of a wide range of applications for its patented technology. The aim is to provide disruptive solutions for the water treatment, health, food, and other industries enabling these industries to enhance their products, reduce costs, and save energy. The membranes are designed to withstand challenging and sometimes harsh environment in various industrial applications.

The company started-up its own manufacturing facility in 2019 to produce an ultrafiltration product that was originally developed in 2016 as a support substrate for a biomimetic membrane but has been successfully supplied in the food, dairy and industrial bio-tech markets. The UF element product is currently in use at several sites in a live production environment in the US, Europe and Asia Pacific, and it helps customer achieve high efficiency molecular separation in these "high value" fluid streams.

## **About the Role**

AB is seeking to hire a skilled and experienced Procurement Manager. This is an opportunity to join a growing organization and build a team.

## **Work Location**

AB's main office is located in Gaithersburg, Maryland.

## JOB DESCRIPTION

**Job Title:** Procurement Manager

**Department/Job ID:** Business Support

**Reports To:** Sr. Director – Business Processes and Administration

**Direct Reports (if any):** TBD

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**Job Overview:** The Procurement Manager manages the company's sourcing capabilities and supply chain. The Procurement Manager is responsible for the procurement of products and goods for use in the business by identifying potential suppliers, screening them and negotiating favorable payment terms. Other duties include establishing procurement processes, monitoring supplier performance and working with the management team to drive down costs.

### **Role 1:** Supply Chain Management

- Generate and implement efficient sourcing strategies
- Discover and partner with trustworthy vendors and suppliers
- Implement negotiation strategies and secure profitable deals
- Optimize sourcing procedures to attain maximum efficiency
- Perform cost and scenario analysis, and benchmarking
- Estimate risks and apply risk minimizing techniques

### **Role 2:** Procurement Management

- Develop, lead and execute purchasing strategies
- Track and report key functional metrics to reduce expenses and improve effectiveness
- Craft negotiation strategies and close deals with optimal terms
- Partner with stakeholders to ensure clear requirements documentation
- Monitor and update relevant departments regarding price fluctuations of goods and vendor pricing
- Manage an efficient flow of goods to ensure optimum production
- Process purchase orders to acquire goods
- Seek and partner with reliable vendors and suppliers
- Assess, manage and mitigate risks
- Develop and implement procurement procedures in ERP system

Other roles and responsibilities as may be required

### **Requirements:**

- Proven 10+ years of relevant experience in a purchasing role in a multiple product manufacturing organization
- Familiarity with procurement and vendor management and relevant software (ERPs)
- Understanding of market dynamics and sound business judgement
- Strong project management and leadership skills

- Ability to negotiate and sustain networking relationships
- Comfortable with figures and in collecting, analyzing and interpreting data
- Solid judgement with ability to make good decisions

**Qualifications:**

- Bachelor's degree in supply chain management or business administration. Advanced degree Preferred.
- Effective communicator in both verbal and written forms
- Driven to succeed with a drive to implement new technologies in challenging markets
- Good communication and team working skills to interface with external and internal partners.
- Critical thinker
- An excellent listener and communicator with an approachable style; interpersonally engaging at all levels to build a rapport with people in all parts of the organization
- Eligible to work in U.S