

JOB OFFER

Strategic Buyer – Supplier Sourcing (Odense, Denmark)

On behalf of Thunderstrike, a Danish developer and manufacturer of drones, Look Abroad! is looking for a Strategic Buyer for supplier sourcing.

Thunderstrike is scaling its drone systems platform, and we're looking for a hands-on procurement specialist to build and manage a fit-for-purpose supply base. You will own supplier sourcing, qualification, onboarding, and commercial negotiations, ensuring a resilient and agile supply chain that supports rapid growth.

Your future employer is a drone systems design, engineering, and manufacturing scale-up on a mission to set the pace in the UAV market for both military and commercial applications. From advanced airframes and avionics to integrated payloads and tooling, their teams build end-to-end solutions that deliver real operational value. They work with a startup drive and an informal culture, where ownership, curiosity, and craft matter—and where people genuinely love what they do. If you want to help shape a company as it grows, you'll fit right in at their HQ in Odense, Denmark.

Why should you apply?

Apply for this job if you would like:

- To build from the ground up – Own and shape the supplier base in a fast-growing drone and aviation scale-up, with real decision authority and visible impact on product and production.
- To work at the intersection of engineering and operations – Partner closely with engineering, quality, and supply chain to turn advanced designs into reliable, scalable manufacturing.

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- To work in a high-ownership, low-bureaucracy environment – Make decisions, negotiate directly, and move fast without heavy corporate layers.
- To work with mission-critical technology – Contribute to advanced drone and aviation systems in a highly technical, regulated domain where quality and resilience matter.
- To learn fast, grow faster – Exposure to complex sourcing, supplier development, and scale-up challenges that accelerate professional growth.
- To work in a scale-up, with future funding already in place.
- A permanent, full-time contract directly with Thunderstrike.
- A salary based on the statistics prepared by the Danish Society of Engineers.

Your Tasks

Sourcing & Supplier Qualification

- Identify, screen, and shortlist suppliers across key categories (mechanical, electronics, composites, services, software).
- Lead supplier qualification: capability assessments, audits/site visits with Quality & Engineering, and trial orders.
- Own supplier onboarding: NDAs, documentation, compliance checks, master data, and portal setup.

Contracts, T&Cs & Negotiation

- Negotiate pricing, terms & conditions, MOQs, incoterms, warranties/returns, and service levels.

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- Draft and manage framework agreements, NDAs, and SOWs with Legal/Finance support.
- Establish supplier performance metrics and review cadence (OTD, quality, responsiveness).

Supply Assurance & Agility

- Develop dual/multi-sourcing strategies and alternates for long-lead or high-risk items.
- Align suppliers with demand signals (S&OP/MRP), ramp-ups, and engineering changes (ECR/ECO).
- Drive lead-time reduction, buffer strategies, and expedite/de-expedite actions
- Resolve supplier issues quickly and implement corrective actions.

Cost, Value & Continuous Improvement

- Deliver cost and value improvements: PPV tracking, should-costing, and cost-down initiatives.
- Support make/buy, localization, and tooling decisions with clear business cases.
- Run QBRs with key suppliers and drive improvement plans on OTD, PPM, and responsiveness.

Compliance, Ethics & Data Discipline

- Maintain accurate supplier records, certifications, and compliance documentation.
- Coordinate with Legal/Compliance on export-control screening and attestations.

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- Model ethical sourcing and confidentiality; escalate risks or conflicts promptly.

Decision Rights & Autonomy

- Select and onboard suppliers within approved category guardrails and budget.
- Negotiate pricing and T&Cs within delegated authority; escalate exceptions when needed.
- Issue POs, manage changes and expedites, and escalate supply risks early with options.

Qualifications

Must-Have

- 3–6 years of experience in procurement/sourcing within manufacturing, electronics, or industrial environments.
- Proven negotiation results on price, terms, and lead-time improvements.
- Experience qualifying suppliers and coordinating audits/site visits.
- Strong ERP/MRP discipline (POs, lead times, master data) and Microsoft 365 (Excel, Teams).
- Clear, confident communication with suppliers and internal stakeholders.

Nice-to-Have

- Category experience in precision machining, PCB/EMS, composites, or avionics components.
- Should-costing, VAVE, or TCO modelling experience.

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- Familiarity with APQP/PPAP, 8D, or similar quality frameworks; exposure to S&OP/MRP.
- English fluency; additional European languages a plus.
- Experience in defence, aerospace, or other highly regulated industries.
- Eligible for NATO secret security clearance (mandatory). Only candidates who are citizens of a NATO member state or who already live in Denmark will be considered.

How do you apply?

Please forward your CV in English marked "Strategic Buyer" by mail to Arne Beyerholm at jobs@look-abroad.eu as soon as possible. We review CVs and carry out interviews continuously, and once a good candidate has been found, the job offer will be closed.

Look Abroad! helps engineers finding good jobs in Denmark. Read more about us at: <https://look-abroad.eu>