

The buyer, an intrapreneur to support

It builds supplier ecosystems. He leads an engaged community of internal stakeholders and external talents. The buyer is an intrapreneur whose profession, regulatory constraints and responsibilities are evolving at high speed. [The new range of training](#) , designed by AFNOR Compétences purchasing experts and educational teams, aims to consolidate its entrepreneurial power and its impact within the company.

Between 40 and 65% of organizations' turnover comes from purchasing. The buyer is therefore a key actor influencing capital flows, the effective and efficient use of resources, for an inclusive economy and growth. Law on the duty of vigilance, Sapin II law, GDPR... the purchasing profession meets, at its level, the major societal challenges.

A relocation partner

While the recovery plan emphasizes France's regained economic sovereignty in the health-pharmaceutical, agri-food, electronics and manufacturing sectors, the study conducted in 2020 by PwC France and the National Purchasing Council reveals that the Purchasing function is also getting into working order. How to buy locally, responsibly? How can we identify suppliers who share the same values to jointly create added value in terms of employment, the circular economy or even decarbonization? The buyer's choices will have an impact. The same study estimates the value of imported and relocatable goods in France at 115 billion euros, the potential for direct job creation at 75,000 and the potential for indirect job creation at 200,000.

New role, new skills profile, the relocation of strategic purchasing leads the buyer to deal with the issues of ecological transition, digital transformation, inclusion and valorization of all stakeholders.

“The buyer becomes an intrapreneur, a researcher, capable of taking initiatives to resolve complex situations in several respects: the environment with the question of climate and resources which are becoming scarce, social and economic issues, digital which disrupts processes and forecasts. » Juliette Guillemin-Dupille, AFNOR Compétences training manager.

The skills sought

[The fifteen training courses provided by AFNOR Compétences for the purchasing function](#) allow you to innovate in your sourcing strategy and acquire legal knowledge, in order to consolidate your Business Partner position. It facilitates the appropriation of ISO 20400, to integrate sustainable development and CSR issues from the definition of the need, and of ISO 9001 to deploy a quality management system for the entire purchasing department. Working in collaborative mode, asserting your leadership, adapting your negotiation techniques by developing a posture and an argument, mastering legal texts, strengthening the performance of your team, managing, monitoring and promoting: the training aims to make employees of the Purchasing department and its prescribers of the actors involved in the company's transformation project.

The power to undertake by combining responsibility, performance and innovation

The buyer increasingly has full responsibility for managing the company's external resources. He contributes to the creation of solutions that do not yet exist: he innovates to maximize the performance of the entire value chain and meet the needs of his organization whose business model is evolving towards greater societal commitment. Its function should escape automation. A business partner on an equal footing with their service provider, the buyer of the future is a communicator with leadership and solid emotional intelligence, to create high value-added collaborations with internal and external stakeholders.

The new training courses on the purchasing function are online:

<https://competences.afnor.org/gammes/achats-performants>

About AFNOR Compétences

French leader in training dedicated to management systems (quality, safety and environment), associated methods, audit and evaluation, AFNOR Compétences offers turnkey, tailor-made, face-to-face training and seminars. distance or mixed, with the latest elearning tools.<https://competences.afnor.org>

Supported by the AFNOR group, AFNOR Compétences draws its added value from its exhaustive knowledge of international standards, allowing it to offer learners comprehensive, current training at the forefront of their professions.

Other angle suggestions How is the buyer profile evolving? How does CSR integrate the purchasing function?

How is the purchasing function remobilized by the challenge of industrial relocation? How does the purchasing function integrate eco-design and CSR?

Contact

Anne-lise François – anne-lise.francois@afnor.org – 01 41 62 85 55 – on Twitter [@AFNOR_RP](https://twitter.com/AFNOR_RP)