

Procurement Manager

Banking hasn't changed much in decades. We're changing that. One product at a time.

Lunar is a Nordic challenger bank building the future of financial life with AI at the core. Our engineers, designers, and product people work on problems that actually matter. Making money simpler, smarter, and more rewarding for over a million registered users across the Nordics.

Fully licensed and founded in 2015, with offices in Copenhagen, Aarhus and Stockholm.

We move fast, we build with purpose, and we're just getting started.

As our new **Procurement Manager** you'll join our Finance organization reporting to our **Legal Directo**r in **Aarhus.** You'll build Lunar's procurement function from the ground up and run it: setting the policy and framework for how we buy, leading the procurements and renegotiations that matter, and making sure we get value for what we spend, across IT, services, consultants, goods and leases.

You won't work alone. Procurement sits in Legal, and works daily with experts on GDPR, Finance and Company IT.

Every supplier follow a shared process: you own sourcing, price and negotiation, Third Party Risk Management owns the risk view and sits alongside you rather than inside the deal, Legal shapes the contract, and GDPR checks personal data and other requirements before anything is signed. Most of what Lunar buys is technology, so DORA's requirements are built into every ICT purchase. Finance owns the purchase order flow and cost control with you, and Company IT partners you on software licences.

What will you do?

- Build the function. Set up the procurement policy, procedures and approval thresholds for all spend, from software and hardware to consultants, marketing, travel and leases, and make sure the business knows them and follows them.
- Run procurements and negotiations. Lead tenders, vendor selection and negotiations with business owners, from business case to signed contract, together with Legal and Third Party Risk Management.
- Stop paying for what we do not use. Work with Company IT on licence management and with business owners on renewals, so no contract renews without a decision and we cut what we use too little.
- Run one process with our control functions. Set up the handover with Third Party Risk Management, the DPO and Legal, so each supplier gets a clear risk classification, a GDPR check and contract requirements before we sign, without slowing the business down.
- Make cost control data based. Together with Finance, set up the purchase order flow and one overview of contracts and spend, so we know what we have committed, with whom and why, and whether business cases deliver what they promised.
- Develop Vendor Management. Define our approach to vendor management (what happens after signature), and build recommendations that make sure we get what we pay for and where we have clear vendor termination processes.
- Move from control to strategy. Over time, build category management and strategic sourcing for our main spend areas, consolidate vendors and negotiate with a multi year view.

What are we looking for in you?

- 5+ years of experience in procurement, strategic sourcing or category management, with a large share of it on IT, software and technology spend.
- Experience from the financial sector, energy, defence or another regulated industry, where procurement has to stand up to audit and regulatory scrutiny.
- Negotiation results you can point to: contracts renegotiated, vendors consolidated, savings delivered.
- You have built or matured a procurement process before, including policy, thresholds, approval flows and purchase orders, and you know how to make the business actually use it.
- Comfortable working with Legal, Data Protection and Finance on the same supplier. You know that a good deal can still fail a GDPR or DORA check, and you plan for it.
- Strong commercial and contractual understanding. You read a contract and see what it means for price, term, renewal and exit. A background in business, law or supply chain, for example cand.merc. or cand.merc.jur., or equivalent practical experience.
- A clear writer who is comfortable challenging vendors, business owners and senior stakeholders. Fluent in English.

Bonus if you bring:

- Working knowledge of DORA or the EBA outsourcing guidelines.
- Experience with software asset or licence management.

- Experience with Microsoft Dynamics 365 Business Central or a similar ERP, or with procurement and spend management tools.

A year from now, Lunar has one procurement process the business knows and uses, a full overview of our contracts and spend, and fewer licences we pay for but do not use.

What you get

- 4 days in the office. We're a team that builds together, thinks together, and moves together. Showing up is part of how we work.
- State of the art equipment. The newest computer, monitor, mouse, and keyboard. We want you to do your best work without anything slowing you down.
- Pension, health insurance, and enhanced parental leave. From your financial future to your family moments. We've got you covered.

Are you ready to join the journey? Apply now and let's find out more!

While you hold on tight for us to get back to you, curious to see what we're up to? Follow us on LinkedIn and Instagram.

Depending on the regulations in the country where you will be employed, we will ask to see or obtain information about your criminal record.

Please note that our employment is conditional upon you not being registered in RKI (Ribers Kredit Information).

We welcome applications from candidates of all backgrounds. If you need any adjustments during the recruitment process, please let us know.

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