

# Regional Category Manager Creative Agencies

Job ID  
REQ-10019428  
Aug 16, 2024  
Mexico

## Summary

Location: Mexico City #Hybrid About the Role: This role will lead Category initiatives developing strategies and sourcing projects, as well as manage sub-category-specific supplier performance and innovation activities.

## About the Role

### Major accountabilities:

- Translates global divisional category strategy into global, divisional, subcategory strategy OR translates regional procurement strategy into country strategy and local implementation. Lead the implementation of sourcing plans for the sub category and deliver sub-category savings targets following engagement in the target setting process.
- Provide input into the overall Category or sub-category strategy about segmentation and identification of key supplier relationships, and lead business planning activities and ensure these projects are staffed and executed on a timely basis in line with the targeted goals.
- Manage strategic sub-category supplier relationships, and implement consistent key performance indicators for the sub-category, ensuring that any supplier performance risks and issues are resolved on a timely basis to end user satisfaction.
- May directly control at a country level purchases with respect to supplier choice, timing and commercial conditions (may vary between divisions depending on way spend is controlled).
- Collect supplier information and feedback from Divisions, countries, sites, Category teams and Business Partners, and deliver Procurement Balanced Scorecard metrics for the relevant sub category.
- Create, apply, complete and reviews major contracts for the sub category, and ensure that negotiated contracts are clearly communicated for the sub-category area and that they are consistently applied].
- Manage the budget/resource allocation for the area of responsibility. Manage the performance and talent development of direct reports and contribute to talent development of indirect reports

### Minimum Requirements:

- University/Advanced degree is required. Master's Degree/other advanced degree is preferred.
- Preferably > 5-10 years of relevant subject experience (experience in Procurement, Supplier Management, Finance).
- Preferably > 5-10 years of experience in Procurement or other related experience preferably in sourcing management, category management, supplier management, or related area, with a focus in agencies.
- Strong project management and other leadership experience.
- Stakeholder Management to CxO level.
- Strong influencer in decision-making process within and outside of procurement.

## Commitment to Diversity & Inclusion:

*We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.*

**Why Novartis:** Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other.

Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together?

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Division

Operations

Business Unit

CTS

Location

Mexico

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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