

Senior Regional Category Manager Patient Support Services

Job ID
REQ-10033993
Jan 10, 2025
Mexico

Summary

Location: Mexico City #Hybrid

About the Role:

Lead the purchasing organization for the category delivering maximum benefit from Global, Regional and local sourcing. Will lead and support staff who provide purchasing support and expertise to all internal customers, by leveraging competitive advantage with all of our suppliers, ensure Novartis achieves the best ultimate cost.

About the Role

Major accountabilities:

- Prepare an annual purchasing strategy for of a small division or BU or country /region and ensure it is aligned to Global Procurement Strategies.
- Direct the development of annual Procurement business plans and tactical plans in line with agreed sourcing strategy, ensuring full alignment with divisional and group targets, and set stretch targets for the team, benchmarking versus best in class external organizations, and measure achievement of objectives against KPIs.
- Direct the identification of sourcing strategies (preferred suppliers, outsourcing) and identify, engage and manage the relationships with key internal clients and external suppliers, and exert significant influence to drive Procurement projects.
- Direct the negotiation of agreements, and lead the establishment of contracts to decrease total cost with specified quality and service levels and ensure supply security, and ensure that savings are tracked according to group guidelines
- Direct the implementation and utilization of Procurement systems and tools in Countries, and ensure consistent tracking of savings and other Procurement KPIs, according to group policies.
- Demonstrate thought leadership related to the identification, implementation and continuous improvement of sourcing best practices, systems and processes and policies alignment.
- Direct the preparation and finalization of Procurement investments plans and budgets. Oversee the management and development of Procurement teams.
- Lead a team (4 or 5 associates)

Minimum Requirements:

- University/Advanced degree is required. Master's Degree/other advanced degree is preferred.

- Preferably > 8-10 years of relevant subject experience (experience in Procurement Patient Support experience or equivalent).
- Preferably > 8-10 years of experience in Procurement or other related experience preferably in sourcing management, category management, supplier management.
- Experience working with US market. Knowledge of US regulations.
- Strong English- written and verbal
- Cross Cultural Experience, Collaborating across boundaries, Critical Negotiations, Strategy Development.
- People Leadership and project leadership or equivalent experience. Project Management, Agile Decision Making , Business Partnering

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?
<https://www.novartis.com/about/strategy/people-and-culture>

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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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because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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