

# Senior US Category Manager Patient Support Services

Job ID  
REQ-10033993  
Feb 19, 2025  
Mexico

## Summary

Location: Mexico City #Hybrid

### About the Role:

Lead the procurement US category organization of patient support services maximizing value through global, Regional and local sourcing strategies. Will lead and support a team who provides guidance on procurement processes, systems and strategies to all internal stakeholders with the aim of leveraging a competitive advantage to Novartis through our suppliers. . Take care of the motivation and development of the team.

## About the Role

### Major accountabilities:

- Responsible to develop category sourcing strategies for all demands from the business and ensure it is aligned with stakeholders and reflects best practices of the market.
- Ensure 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.
- Identification of sourcing strategies (preferred suppliers, outsourcing) and identify, engage and manage the relationships with key stakeholders and external suppliers, and exert significant influence to drive Procurement initiatives.
- Lead and ensure the establishment of contracts with our suppliers to secure business continuity of services/materials with the most effective cost, terms and commercial conditions. Contracts must meet the specified quality and service levels and ensure that savings are tracked according to group guidelines
- Lead the implementation and utilization of Procurement systems and tools, while ensuring a consistent tracking of savings and other Procurement KPIs, according to group policies.
- Ensure at all times that Global Procurement Guideline is followed and in line for every sourcing strategy.
- Ensure senior management information is delivered in the right quality according to deadlines.
- Lead, motivate and maintain a healthy team environment for the team ( 4 or 5 associates). Ensure merit increase, yearly targets and talent information are completed on time.

### Minimum Requirements:

- University/Advanced degree is required. Master's degree/ Phd degree is preferred.

- Preferably > 8-10 years of relevant experience in Procurement/business Patients Support activities/programs or equivalent.
- Preferably > 8-10 years of experience in Procurement in sourcing category contract and supplier management. Good knowledge of ARIBA (system).
- Experience working with US market. Knowledge of US regulations that impact patient support programs, health insurance or the health system.
- Strong and effective written and verbal communication in English
- Positive attitude and high level of energy to proactively ensure execution.
- Cross Cultural Experience, collaborating across boundaries, Critical Negotiations, strong leadership, strategic thinking, stakeholder management, resilience and learning agility
- People Leadership with excellent soft skills and experience of managing small, medium teams (max 10 people).

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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