

# Regional Category Manager Market Insights US

Job ID  
REQ-10016072  
Juli 17, 2024  
Mexiko

## Zusammenfassung

Planificar y liderar iniciativas de categoría para una subcategoría claramente definida a nivel mundial O una categoría regionalMENTE O todas las categorías en un país O múltiples categorías interdisciplinarias en un país; desarrollar la estrategia de subcategorías como parte de la estrategia de categorías más amplia; liderar proyectos proactivos de abastecimiento, definición de especificaciones y gestión de la demanda, así como gestionar el rendimiento de los proveedores específicos de la subcategoría y las actividades de innovación.

## About the Role

### Major Accountabilities

- Implement strategic goals from overall stakeholder strategy / Ecosystem/Category management: Planning, organizing and managing projects taking into account priorities, resources, budgets, issues and constraints to achieve desired results; defining clear project scope and objectives; utilizing software and tools to plan, track and report status.
- Demand management: Responsible to ensure the right balance between business needs and Novartis' strategy. Accountable to work with stakeholders to identify the most cost-effective ways to deliver business objectives.
- Sourcing and supplier relationships management: Executing the Source-to-Contract process including respective strategies, approaches and methods: Preparing and conducting fact-based negotiations. Adapting tactics from a broad portfolio of negotiation strategies to achieve results that support business and Procurement objectives.
- Manage relationships with stakeholders: Analyzing specifications for optimization. Linking specification to customer value, challenging specification confidently. Conveying messages clearly and convincing stakeholders.
- 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. Projecting the dynamics and impacts (e.g. mergers and acquisitions). Extracting, cleansing and consolidating information to fact-based insights for further usage e.g. in category strategies.
- Support definition and implementation of Procurement tools and processes.

## Minimum Requirements:

- University/Advanced degree is required. Master's Degree/other advanced degree is preferred.
- Preferably > 5-10 years of relevant subject experience (Marketing related experience in Procurement).
- 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 the IT Services domain.
- Strong project management and other leadership experience.
- Stakeholder Management to CxO level.
- Strong influencer in decision-making process within and outside of procurement.

## Why Novartis:

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

[https://www.novartis.com/about/strategy/people and culture](https://www.novartis.com/about/strategy/people-and-culture)

## Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Abteilung

Operations

Business Unit

CTS

Ort

Mexiko

Website

INSURGENTES

Company / Legal Entity

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

Functional Area

Beschaffung

Job Type

Full time

Employment Type

Regular

Shift Work

No

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## Ajustes de accesibilidad

Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a [tas.mexico@novartis.com](mailto:tas.mexico@novartis.com) y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.

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