

Global Category Head – Fleet

Job ID
393542BR
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Espagne

Résumé

The Global Category Head - Fleet leads all strategic and operational aspects within the category of Fleet on a Global / Regional level and develops proposals for strategic business decisions.

About the Role

The role provides high value procurement and operational solutions to the business and category strategies; supports third party vendor selection, vendor development, technology management and performance measurement activities. The role ensures best-in-class delivery of external services and products in the Fleet category to support projects and to realize year-on-year productivity improvements, cost savings, and process improvements in close collaboration with the stakeholders in the business. Responsible to manage outsourced service providers managing the day-to-day fleet operational activity from eligibility to order, in life & end of contract processes; operationalizing the controls to measure & enforce vendor compliance to the agreed contracts.

Major Accountabilities:

- Drive/Implement category strategic goals from overall Procurement strategy / Ecosystem management
- Deriving game-changing strategies by defining clear category objectives, working with analytical data, business stakeholders and market expertise. Aligning strategies to measurable target and clearly conveying them to the organization.
- 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.
- Participating in and / or leading financial discussions. Applying financial knowledge to participate actively, e.g. in budgeting process, including tax aspects in sourcing strategies and structuring sophisticated deals with ecosystem partners.
- Compliance & risk management: supporting reports to determine appropriate compliance level. Monitoring end-to-end compliance (budget, payment, vendor PO, contract invoice, buying channel, etc.) and deriving corrective actions to improve compliance.
- 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.
- Support definition and implementation of Procurement tools and processes.
- Managing data analysis and reporting, e.g. analyzing spend, demand, supply markets and competitors. Extracting, cleansing and consolidating information to fact-based insights for further usage e.g. in category strategies.

- 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.

- Fleet sourcing and operations 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.
 - Oversee Fleet operations activities in line with category strategies, and in compliance with relevant policies and operating procedures, including preferred supplier agreements.
 - Manage Fleet operations, including driver escalations and global, regional and local stakeholder questions raised on the fleet strategy and operations.
 - Oversee, control and communicate Global and Country Car Policies in collaboration with Global and Country Leadership, relevant functions and outsourced service provider.
 - Develop, align and implement global fleet strategy, manage outsourced service providers.
 - Standardize vehicle model offering of zero (or low) emission vehicles. Eliminate diesel/petrol vehicles completely in line with Novartis sustainability objectives.
 - Support the establishment of an allowance program for eligible associates in countries defined by Global Fleet Strategy.
 - Limit the number of strategic leasing and management partners towards advanced and more cost-efficient outsourcing setup and simplified operating model.
 - Develop global fleet strategy via insights into countries.
 - Oversee fleet database related tasks to ensure data accuracy and comply with IFRS standards.
 - Develop and evolve a suite of reports and analytics on the fleet that supports all stakeholders.
 - Define and lead strategic projects. Sustainability strategy, fuel and energy management, employee car schemes, mileage capture & telematics.
 - Identify and implement process improvements that increase efficiency and reduce costs in the procurement of fleet-related products and services.
 - Ensure compliance with all legal and regulatory requirements related to the procurement of fleet-related products and services.

- Manage relationships with (senior) stakeholders
 - Analyzing specifications for optimization. Linking specification to customer value, challenging specification confidently. Conveying messages clearly and convincing stakeholders.
 - Achieving results by proactively building long-term, sustainable and effective relationships, understanding the stakeholder landscape and demonstrating political astuteness across business structures and networks.

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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Functional Area
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