

# Regional Category Manager General

Job ID

REQ-10037600

jan 30, 2025

République tchèque

## Résumé

In the role as Regional Category Manager General, you will plan and lead Category initiatives for multiple cross-divisional categories under Corporate Tower in Headquarters. You will develop the sub-category strategy as part of the wider Category Strategy, lead proactive sourcing projects, specification definition and demand management, as well as manage sub-category-specific supplier performance and innovation activities.

## About the Role

### Key Responsibilities:

- 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 and 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.
- 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.

### Essential Requirements:

- Experience of working in Procurement within Indirect categories in a global environment.
- Excellent communication and negotiation skills to manage senior stakeholders, internal teams and lead global negotiations with suppliers.
- Good understanding of operations and business culture of multinational company.
- Ability to work in virtual teams and with remote stakeholders.
- Strong sense for independence and self-drive.
- Curious mind and high motivation to learn.
- Fluency in English.

### Desirable Requirements:

- Experience within Corporate categories (HR Services, Professional Services, etc.).
- Team management.

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Division

Operations

Business Unit

CTS

Emplacement

République tchèque

Site

Prague

Company / Legal Entity

CZ02 (FCRS = CZ002) Novartis s.r.o

Functional Area

Approvisionnement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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