

# Global Category Manager, Marketing Agencies

Job ID

REQ-10013263

Lug 11, 2024

Repubblica Ceca

## Sommario

As a Global Category Manager-Marketing agencies, you'll be part of a Global Procurement team in the Marketing Agencies Category. You will lead the category globally with all strategic aspects within the category across divisions in Novartis on a global level.

## About the Role

- Responsible for Global category management (~\$800M under scope) in the area of Marketing Agencies (Consumer, Professional and Digital Creative, Public Relations, Corporate and Medical Communications, Digital & Advertising Production), for all Divisions across Novartis, ensuring delivery of measurable value through alignment of business requirements, strategic sourcing expertise, supplier market intelligence, financial productivity and mitigation of risk and development of Global Strategy, Governance and constant improvement and innovation initiatives.
- Translates global divisional category strategy into global, divisional, subcategory strategy implementation.
- Lead the implementation of sourcing plans for the category and deliver category savings targets following engagement in the target setting process.
- Provide input into the overall 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 category supplier relationships, and implement consistent key performance indicators for the 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, Category teams and Business Partners and deliver Procurement Balanced Scorecard metrics for the category.
- Create, apply, complete and reviews major contracts for the category, and ensure that negotiated contracts are clearly communicated for the category area and that they are consistently applied.
- Support the implementation of category related Procurement tools and processes.

## Knowledge And Skills

- 7-10 years of experience in procurement /Strategic procurement and 3-5 years of experience in Marketing Categories.

- Strong category management experience within a global and multi divisional organization
- Strong Communication and negotiation skills.
- Strategic thinking, strong analytical skills
- Full understanding of the end-to-end procurement / purchasing lifecycle including contract drafting & negotiation, supplier & stakeholder management etc.
- Ability and drive to work independently and lead diverse teams, across different geographies.
- High results-orientation and ability to perform in a complex environment.

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

Divisione

Operations

Business Unit

CTS

Posizione

Repubblica Ceca

Sito

Prague

Company / Legal Entity

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

Functional Area

procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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