

# US Category Manager, Market Insights

Job ID  
REQ-10033404  
Mar 11, 2025  
Messico

## Sommario

Location: Mexico City #Hybrid

About the Role:

This role will support US sourcing projects, as well as manage category-specific supplier performance and contract management.

## About the Role

### Major accountabilities:

- Lead the implementation of sourcing plans and deliver savings targets following engagement in the target setting process.
- Provide input into the overall Category strategy about segmentation and identification of key supplier relationships, support the implementation of procurement category related activities on a timely basis in line with the targeted goals.
- Manage strategic category or sub-category supplier relationships, and implement consistent key performance indicators, ensuring that supplier performance risks and issues are identified and resolved on a timely basis,
- May directly control at a country level purchase with respect to supplier choice, timing and commercial conditions (may vary between divisions depending on way spend is controlled) and collect supplier information and feedback from Divisions, countries, sites, Category teams and Business Partners, and deliver Procurement Balanced Scorecard metrics for the relevant subcategory
- Support contract management activities for major contracts for the category/sub category, and ensure that negotiated contracts are clearly communicated to involved parts (business owners and supplier) and that commercial conditions are consistently reflected in Novartis systems.

### Minimum Requirements:

- Strong skills in Project Management (certifications preferred).
- Strong and effective written and verbal communications in English
- High and positive energy/self- starter.
- Collaboration and soft skills in order to work with suppliers and stakeholders. Strong analytical skills.

- Working experience within the pharmaceutical industry and experience in working with the United States market.
- Preferably > 5-7 years of relevant subject experience in Procurement, Supplier Management, Category management, ARIBA (system) general contract management.
- Working experience within the pharmaceutical industry and experience in working with the United States/remote work
- Preferably > 5-10 years of relevant subject experience (experience in Procurement, Supplier Management, Finance, Architecture).

**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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Divisione

Operations

Business Unit

CTS

Posizione

Messico

Sito

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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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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