

# US Director Procurement Category Head, Market Insights, Patient Services and Sales Effectiveness

Job ID

REQ-10040412

Mar 03, 2025

USA

## Sommario

The US Procurement Category Head, Market Insights, Patient Services and Sales Effectiveness leads all strategic aspects within these categories, on an Enterprise level across all commercial units in US and develops proposals for strategic business decisions.

The role builds up and leads a team of Senior Procurement Category Managers, through design, implementation and execution of business aligned procurement strategies for Market Insights, Patient Services and Sales Effectiveness spend categories.

The US Procurement Category Head, Market Insights, Patient Services and Sales Effectiveness is a critical procurement business partner for IM US ensuring budget-alignment, strategy and productivity achievement, including design and delivery of margin expansion initiatives across Novartis. The purpose of the role is to develop and maintain all organizational structures and necessary internal alignments to ensure an effective procurement process and provide high value external solutions to the business supporting projects.

This role will be responsible to drive effectiveness and efficiency of NVS US spend across these categories. Final purpose is to extract value (quality of service and cost) from our external partnerships investment while driving superior topline growth.

## About the Role

### 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.
- Executing the Novartis Strategy, with profound commercial & technical skills as well as solid procurement knowledge.
- Creating Procurement vision based on insights into procurement leading practices and experience in strategy development. Linking Procurement strategy to Novartis' overall strategy and conveying it clearly to the organization.
- Mapping the value chain, analyzing it and deriving potential scenarios. Includes the understanding and application of total cost of ownership and should cost modelling.
- 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.
- Applying risk management processes including identifying and evaluating risks, and defining and

executing a risk mitigation plan.

- 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.
- 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.

### **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 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.

### **People management**

- Creating an environment of coaching and on-going capability development, motivating individuals to perform at their best. Setting clear performance goals in collaboration with teams / individuals, monitoring outcome and holding them accountable.
- Manage a global team of 18 people

### **Financial Management**

- Strong delivery of financial expectations
- Advance analytical skills and demonstrated application of category-specific best practices.
- Able to conceive, comprehend, analyze, translate, and apply complex business strategies/practices/requirements into RFXs & analytical/financial models.
- Understanding the financial data and finance KPIs. Experience in participating in and / or leading financial discussions.

### **Key performance indicators:**

- 15 or more years of relevant business experience (industry specific experience).
- Preferably 10 or more years of experience in Procurement or other related experience within the Pharmaceutical industry, preferably in category management, supplier management, or related area, with

a focus in **Commercial Procurement Experience**

- Strong project management or other leadership experience.
- Experience with managing \$400-650 million USD in spend/financial impact.
- Successful project execution by providing all external solutions in time / at the required quality / within budget as verified by the business.
- Value Delivery – right-sized spending and projected savings in compliance with a meaningful guideline.
- Successful and measurable execution on efficiency programs.
- Measurable and continuous process improvement & compliance assurance.
- Understanding the Procurement KPIs related to market insights, price and demand development as well as procurement's performance.

**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between \$145,600 and \$270,400 per year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

**You'll Receive:** You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

**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>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

#### **EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

#### **Accessibility & Reasonable Accommodations**

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable

accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Divisione

Operations

Business Unit

CTS

Posizione

USA

Stato

New Jersey

Sito

East Hanover

Company / Legal Entity

U061 (FCRS = US002) Novartis Services, Inc.

Functional Area

procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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