

# Global Category Manager - Pharma Packaging Equipment

Job ID  
REQ-10022547  
Oct 02, 2024  
Poland

## Summary

The Global Category Manager Pharma Equipment plans and leads all strategic aspects within the category of Capital Investment, across divisions, on a global level and develops proposals for strategic business decisions. The role provides high value procurement solutions to the business and category strategies; support third party vendor selection, vendor development, technology management and performance measurement activities. The Global Category Manager Pharma Equipment ensures best-in-class delivery of external services and products in the Capital Investment 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.

## About the Role

### Major accountabilities:

- 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.
- Mapping the value chain, analyzing it and deriving potential scenarios. Includes the understanding and application of total cost of ownership, and should cost modelling.
- 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. 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.
- Maintaining and updating Procurement applications accordingly to the Procurement content (e.g. e-catalogs, user portal). Continuous improvement of procurement content and automation.
- 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.
- 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.
- 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.
- Proactive assessment of new ways of working, involving innovative scientific & technical solutions by identifying and onboarding the right suppliers.
- 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.

#### **Key performance indicators:**

- 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 (e.g. Power of Purpose).
- 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.

#### **Minimum Requirements:**

##### **Work Experience:**

- >10 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 the Equipment domain.
- Strong project management or other leadership experience.
- Raw materials & components price / risk management including execution/trading based
- Well versed in regulated market cost base analysis

##### **Skills:**

- Effective Communication.
- Finance Management.
- Internal And External Customer Needs Analysis & Satisfaction Studies.
- Managing Resources.
- Negotiating.

##### **Languages :**

- English.

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Division

Operations

Business Unit

Innovative Medicines

Location

Poland

Site

Warsaw

Company / Legal Entity

PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.

Alternative Location 1

Hyderabad (Office), India

Alternative Location 2

INSURGENTES, Mexico

Alternative Location 3

Prague, Czech Republic

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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