NOVARTIS

Senior US Category Manager Patient Support Services

Job ID
REQ-10033993
Feb 19, 2025
Mexico

Summary

Location: Mexico City #Hybrid

About the Role:
Lead the procurement US category organization of patient support services maximizing value through global, Regional and local sourcing strategies. Will lead and support a team who provides guidance on procurement processes, systems and strategies to all internal stakeholders with the aim of leveraging a competitive advantage to Novartis through our suppliers. . Take care of the motivation and development of the team.

About the Role

Major accountabilities:

- Responsible to develop category sourcing strategies for all demands from the business and ensure it is aligned with stakeholders and reflects best practices of the market.
- Ensure the development of annual Procurement business plans and tactical plans in line with agreed sourcing strategy, ensuring full alignment with divisional and group targets, and set stretch targets for the team, benchmarking versus best in class external organizations, and measure achievement of objectives against KPIs.
- Identification of sourcing strategies (preferred suppliers, outsourcing) and identify, engage and manage the relationships with key stakeholders and external suppliers, and exert significant influence to drive Procurement initiatives.
- Lead and esure the establishment of contracts with our suppliers to secure business continuity of services/materials with the most effective cost, terms and commercial conditions. Contracts must meet the specified quality and service levels and ensure that savings are tracked according to group guidelines
- Lead the implementation and utilization of Procurement systems and tools, while ensuring a consistent tracking of savings and other Procurement KPIs, according to group policies.
- .Ensure at all times that Global Procurement Guideline is followed and in line for every sourcing strategy.
- Ensure senior management information is delivered in the right quality according to deadlines.
- Lead, motivate and maintain a healthy team environment for the team (4 or 5 associates). Ensure merit increase, yearly targets and talent information are completed on time.

Minimum Requirements:

- University/Advanced degree is required. Master's degree/ Phd degree is preferred.

- Preferably > 8-10 years of relevant experience in Procurement/business Patients Support activities/programs or equivalent.
- Preferably > 8-10 years of experience in Procurement in sourcing category contract and supplier management. Good knowledge of ARIBA (system).
- Experience working with US market. Knowledge of US regulations that impact patient support programs, health insurance or the health system.
- Strong and effective written and verbal communication in English
- Positive attitude and high level of energy to proactively ensure execution.
- Cross Cultural Experience, collaborating across boundaries, Critical Negotiations, strong leadership, strategic thinking, stakeholder management, resilience and learning agility
- People Leadership with excellent soft skills and experience of managing small, medium teams (max 10 people).

Commitment to Diversity & Inclusion:

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

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

Division
Operations
Business Unit
CTS
Location
Mexico
Site
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
Apply to Job

Accessibility and accommodation

Accessibility and accommodation

Novartis is committed to work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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