

Procurement Regional Category Manager Market Access

Job ID
REQ-10068362

12月 08, 2025

Mexico

摘要

LI-Hybrid, Location: CDMX, Mexico

Relocation Support: This role is based in Mexico. Novartis is unable to offer relocation support: please only apply if accessible.

The Procurement Regional Category Manager Market Access plans and leads Category and develops strategies as part of the wider Category Strategy; Leads proactive sourcing projects, specification definition and demand management, as well as manage sub-category-specific supplier performance and innovation activities.

About the Role

Key Responsibilities:

- Translates global divisional category strategy into global, divisional, subcategory strategy OR translates regional procurement strategy into country strategy and local implementation.
- Lead the implementation of sourcing plans for the sub category and deliver sub-category savings targets following engagement in the target setting process.
- Provide input into the overall Category or sub-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 sub-category supplier relationships, and implement consistent key performance indicators for the sub-category, ensuring that any supplier performance risks and issues are resolved on a timely basis to end user satisfaction.
- May directly control at a country level purchases with respect to supplier choice, timing and commercial conditions (may vary between divisions depending on way spend is controlled).
- Collect supplier information and feedback from Divisions, countries, sites, Category teams and Business Partners, and deliver Procurement Balanced Scorecard metrics for the relevant sub category.
- Create, apply, complete and reviews major contracts for the sub category, and ensure that negotiated contracts are clearly communicated for the sub-category area and that they are consistently applied .Manage the budget/resource allocation for the area of responsibility.

Essential Requirements

- Education: University/Advanced degree is required.
- Experience:
 - > 8 years of Procurement experience and contracting experience.
 - Experience in procurement indirects.
 - Solid experience in navigating in global, matrix organizations and across geographies and cultures.
 - Extensive experience in sourcing processes (e.g. RFI/RFQ), negotiation strategies, project management, good communication and collaboration skills as well as market analysis capabilities to drive operational excellence.
 - Experience working in pharma or with US market
- Languages: advanced English

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>

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部门

Operations

Business Unit

Purchasing & Sourcing

地点

Mexico

站点

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmac é utica S.A. de C.V.

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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

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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