

Sourcing Manager Print and Promo/ Meeting Congress & Events

Job ID
REQ-10050727

4月 29, 2025

Mexico

摘要

Location: Mexico City -Hybrid

About the role:

The role is centered on sourcing management, with a strong emphasis on innovation, cost savings, stakeholder engagement, supplier management, contract renewal, and negotiation. As the successful candidate, you will cultivate a well-organized, service-oriented approach, fostering a collaborative work environment to ensure efficient and effective functioning of our operations.

About the Role

Major accountabilities:

- Generate cost savings in the Print & Promotional and MCE categories through innovative

sourcing strategies.

- Develop and maintain solid relationships with internal stakeholders and suppliers, establishing trust and openness in all interactions and negotiations.
- Manage contract renewals effectively and timely, nurturing supplier relationships in the process.
- Conduct robust negotiations, ensuring to achieve optimal terms for the company.
- Design and implement category strategies that align with overall business objectives, detouring silos and fostering cross-functional integration.
- Exhibit a service-oriented attitude, working diligently to meet and exceed expectations.
- Encourage teamwork by collaborating with internal stakeholders and cross-functional teams, inspiring collective engagement.
- Manage procurement activities such as Requests for Proposals (RFPs), Requests for Information (RFIs), and auctions. Build and sustain relationships with a mix of suppliers, including preferred and diverse ones.

Minimum Requirements:

- Minimum of 5 years of experience in strategic sourcing or procurement, with a proven track record, preferably in Print and Promotionals and MCE categories.
- Negotiation skills with the ability to manage and influence key stakeholders.
- Comprehensive knowledge of procurement processes, supplier management, and financial accounting.
- Proven experience in developing and implementing strategies that drive cost savings and process efficiency. Strong understanding and usage of procurement tools and platforms such as RFPs, RFIs, and auctions.
- Exceptional relationship management skills that help establish and maintain relations with a spectrum of suppliers, including preferred and diverse ones.
- Proficiency in risk management, contract agreements, and renewals.
- Excellent interpersonal and communication skills (English), with an ability to work effectively within a team and with cross-functional teams. Robust problem-solving skills, numerical acuity, and analytical reasoning, coupled with a strong attention to detail.
- Candidates with prior experience in the Print and Promotionals and MCE categories preferred, US experience working with diverse, global teams will be a plus.

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
CTS

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

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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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