

Global Category Manager- IT Software

Job ID
REQ-10050753

4月 30, 2025

Mexico

摘要

Location: Mexico City-Hybrid

About the role:

The role provides high value procurement solutions to the business; supports third party vendor selection, vendor development, technology management and performance measurement activities. It ensures best-in-class delivery of external services and products in the Data, Digital & IT Software Category a year-on-year productivity improvements, cost savings, and process improvements in close collaboration with the stakeholders in the business

About the Role

Major accountabilities:

- Implement strategic goals from overall stakeholder strategy / Ecosystem/Category

management perspective: 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.

- Support definition and implementation of Procurement tools and processes.
- 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 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 intelligence across business structures and networks.

Minimum Requirements:

- University/Advanced degree is required. Master's Degree/other advanced degree in IT, Business Administration, is preferred. .
- Preferably > 5-10 years of experience in Procurement or other related experience preferably in Software Category management, supplier management, or related area, with a focus in the IT Software & Service domain with specialization in driving critical negotiation with top suppliers (e.g. SAP, Microsoft, Oracle, Accenture, Deloitte, Cognizant, Infosys)
- Strong project management and other leadership experience
- Stakeholder Management to CxO level.
- Excellent spoken and written English.

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部门
Operations

Business Unit
CTS

地点
Mexico

站点
INSURGENTES

Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Alternative Location 1
Barcelona Gran Vía, Spain

Alternative Location 2
Prague, Czech Republic

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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