

Regional Procurement Category Manager, Fleet - LATAM

Job ID
REQ-10055054

6月 12, 2025

Mexico

摘要

Location: Mexico City #Hybrid

About location:

The Regional Procurement Category Manager, Fleet plans and leads all strategic and operational aspects within the category of Fleet, across divisions, on a regional level and develops proposals for strategic business decisions.

About the Role

Major accountabilities:

- Implement category strategic goals from overall Procurement strategy / Ecosystem management: 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. Participating

in and / or leading financial discussions with countries. 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.
- 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.
- Fleet sourcing and operations 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. Oversee Fleet operations activities for multiple countries in line with category strategies, and in compliance with relevant policies and operating procedures, including preferred supplier agreements.
- Manage Fleet operations, including driver escalations and regional and local stakeholder questions raised on the fleet strategy and operations. Standardize vehicle model offering of zero (or low) emission vehicles. Eliminate diesel/petrol vehicles completely in line with Novartis sustainability objectives. Support the establishment of an allowance program for eligible associates in countries defined by Global Fleet Strategy. Limit the number of strategic leasing and management partners towards advanced and more cost-efficient outsourcing setup and simplified operating model.
- 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 political astuteness across business structures and networks.

Minimum Requirements:

- University degree is required.
- Preferably > 10 years of experience in Procurement preferably in category management, supplier management, or related area, with a focus in the Fleet domain.
- Proven track record in fleet management and experience in managing vehicle fleets and the associated processes and policies. Understanding the respective category market levers, trends and main players as well as internal processes.
- Strong project management or other leadership experience.
- Excellent spoken and written English and Spanish. Other foreign languages have an added advantage.
- Strong influencer in decision-making process within and outside of procurement.
- Excellent verbal and written communication skills. Negotiation skills and the ability to settle and agree on regional agreements. Strong problem-solving skills with the ability to handle and resolve escalations
- Robust analytical skills, process management & project management experience. Contract management experience
- Seeking the new, enabling creativity and turning ideas into action. Acting with integrity, learning and growing, and setting high expectations

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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.

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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