

# Global Category Manager- IT Procurement

Job ID  
REQ-10019577  
Sep 26, 2024  
Mexico

## Summary

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:

- Understanding Procurement vision based on insights into procurement leading practices. Linking Procurement strategy to Novartis' overall strategy and conveying it clearly to the organization
- Understanding the respective category market levers, trends and main players as well as internal processes and hands on expert level experience in handling critical negotiations with Enterprise Software Publishers (e.g. SAP, Microsoft, Oracle)
- Analyzing specifications for optimization. Linking specification to customer value, challenging specification confidently. Conveying messages clearly and convincing stakeholders.
- 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
- 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.
- Accountable to work with stakeholders to identify the most cost-effective ways to deliver business objectives. Create, apply, complete and reviews major contracts for the category, and ensure that negotiated contracts are clearly communicated and that they are consistently applied ,

### Minimum Requirements:

- University/Advanced degree is required. Master's Degree/other advanced degree in IT, Business Administration, is preferred
- Preferably 12-15 years of relevant subject experience (IT related experience in Procurement: software, infrastructure, services).

- Strong project management and other leadership experience
- Stakeholder Management to CxO level.
- Proficient English
- Effective communication.

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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

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!important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }

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