

# Global Category Manager Secondary Warehousing & Distribution Procurement

Job ID  
REQ-10027945  
Nov 21, 2024  
Poland

## Summary

The Global Category Manager Secondary W&D Procurement plans and leads all strategic aspects within the category of Warehousing & Distribution, across divisions and countries, on a global level and develops proposals for strategic business decisions. The role provides high value procurement solutions to the business and category strategies; support third party vendor selection, vendor development, technology management and performance measurement activities. The Global Category Manager Secondary W&D Procurement ensures best-in-class delivery of external services to realize year-on-year productivity improvements, cost savings, and process improvements in close collaboration with the stakeholders in the business.

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

## About the Role

### Key Responsibilities:

Your responsibilities include, but are not limited to:

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.
- Mapping the value chain, analyzing it and deriving potential scenarios. Includes the understanding and application of total cost of ownership and should cost modelling.
- Participating in and / or leading financial discussions. 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.
- Projecting the dynamics and impacts (e.g. mergers and acquisitions). Extracting, cleansing and consolidating information to fact-based insights for further usage e.g. in category strategies.
- Maintaining and updating Procurement applications accordingly to the Procurement content. Continuous improvement of procurement content and automation.

- Support definition and implementation of Procurement tools and processes.
- Managing data analysis and reporting, e.g. analyzing spend, demand, supply markets and competitors. Extracting, cleansing and consolidating information to fact-based insights for further usage e.g. in category strategies.

#### 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.
- Proactive assessment of new ways of working, involving innovative scientific & technical solutions by identifying and onboarding the right suppliers.

#### 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.

#### **Essential Requirements:**

- University/Advanced degree is required.
- Master's Degree/other advanced degree in Business Administration with strong technical acumen is preferred.
- > 7-10 years of experience in Procurement or other related experience within the Pharmaceutical industry, preferably in category management, supplier management, or related area, with a focus in Logistics.
- Strong project management or other leadership experience within an international environment.
- Well versed in regulated market cost base analysis.
- Excellent spoken and written English.

#### **Desirable Requirements:**

- Other foreign languages would be a plus.

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<https://www.novartis.com/about/strategy/people-and-culture>

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Division

Operations

Business Unit

Innovative Medicines

Location

Poland

Site

Warsaw

Company / Legal Entity

PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.

Alternative Location 1

Hyderabad (Office), India

Alternative Location 2

INSURGENTES, Mexico

Alternative Location 3

Prague, Czech Republic

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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