

# Regional Category Manager, Market Insights

Job ID  
REQ-10033404  
Jan 07, 2025  
Mexico

## Summary

Location: Mexico City #Hybrid

About the Role:

This role will lead sourcing projects, as well as manage category-specific supplier performance and innovation activities, supporting US.

## About the Role

### Major accountabilities:

- Lead the implementation of sourcing plans and deliver savings targets following engagement in the target setting process.
- Provide input into the overall Category or sub-category strategy about segmentation and identification of key supplier relationships, and lead business planning activities and ensure these projects are staffed and executed on a timely basis in line with the targeted goals.
- Manage strategic sub-category supplier relationships, and implement consistent key performance indicators for the sub-category, ensuring that any supplier performance risks and issues are resolved on a timely basis to end user satisfaction.
- May directly control at a country level purchases with respect to supplier choice, timing and commercial conditions (may vary between divisions depending on way spend is controlled) and collect supplier information and feedback from Divisions, countries, sites, Category teams and Business Partners, and deliver Procurement Balanced Scorecard metrics for the relevant sub category.
- Create, apply, complete and reviews major contracts for the sub category, and ensure that negotiated contracts are clearly communicated for the sub-category area and that they are consistently applied.

### Minimum Requirements:

- Operations Management and Execution Project Management.
- Strong and effective written and verbal communications (English)
- High and positive energy/self- starter
- Soft skills in order to work with suppliers and stakeholders. Strong negotiation, finance management and

analytical skills.

- Working experience within the pharmaceutical industry and experience in working with the United States/remote work
- Preferably > 5-10 years of relevant subject experience (experience in Procurement, Supplier Management, Finance, Architecture).

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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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