

# Global Category Manager Marketing Agencies

Job ID  
REQ-10074170  
мар 30, 2026  
Чехия

## Сводка

To plan and lead Category initiatives for a clearly defined sub-category globally; to lead proactive sourcing projects, specification definition and demand management, as well as manage sub-category-specific supplier performance and innovation activities.

## About the Role

### Major accountabilities:

- Translates global divisional category strategy into global, divisional, sub category strategy OR translates regional procurement strategy into country strategy and local implementation.
- Lead the implementation of sourcing plans for the sub category and deliver sub-category 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).
- 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 spend \$200-\$400m.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

### Minimum Requirements:

- Minimum of 5 years' experience in procurement & contract management
- Bachelor's degree required; advanced degree strongly preferred.
- Proven background in procurement specifically within the category of marketing agencies
- Demonstrated ability to operate effectively within global, matrixed organizations, and collaborate across diverse geographies and cultures.
- Ability to communicate with & manage senior stakeholders
- Outstanding communication and collaboration skills.

### Languages :

- English.

**Why Novartis:** Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

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Дивизион  
Operations  
Business Unit  
Other  
Место  
Чехия  
Сайт  
Prague  
Company / Legal Entity  
CZ02 (FCRS = CZ002) Novartis s.r.o.  
Functional Area  
Закупки  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

### **Accessibility and accommodation**

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [di.cz@novartis.com](mailto:di.cz@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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