

# Global Category Manager- IT Software

Job ID  
REQ-10075317  
апр 07, 2026  
Чехия

## Сводка

Location: Novartis, Prague, Czech Republic #LI-Hybrid

To plan and leads Category initiatives for a clearly defined sub-category globally OR one category regionally OR all categories in one country OR multiple cross-divisional categories in one country; to develop the sub-category strategy as part of the wider Category Strategy; 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:

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

#### Implement strategic goals from overall stakeholder strategy / Ecosystem/Category management perspective

- 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.
- Translates global divisional category strategy into global, divisional, sub category strategy OR translates regional procurement strategy into country strategy and local implementation.
- 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.
- 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.
- Support definition and implementation of Procurement tools and processes.
- May directly control at a country level purchase with respect to supplier choice, timing and commercial conditions (may vary between divisions depending on way spend is controlled)

#### AI Software Procurement, Contracting & Commercial Negotiation Expertise

- Lead end-to-end procurement, contracting, and negotiation for AI solutions (AI-Native and Embedded AI), including evaluation of AI-specific pricing models (usage-based, consumption, outcome-based), mitigation of AI premiums, and negotiation of commercial guardrails to protect against cost volatility and vendor lock-in.
- Design and negotiate AI-ready contracts covering data rights, IP ownership, model usage, liability, compliance, and scalability—ensuring clear separation between core SaaS value and embedded AI features, while defending Novartis' interests against AI-washing and unjustified commercial uplifts.

#### 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.
- 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.

#### 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 intelligence across business structures and networks.

#### Minimum Requirements:

- Preferably 10-15 years of relevant subject experience (IT related experience in Procurement, Supplier Management, Finance, Architecture).
- Preferably > 5-10 years of experience in Procurement or other related experience preferably in Software Category management, supplier management, or related area, with a focus in the IT Software domain with specialization in driving critical negotiation with Enterprise software publishers (e.g. SAP, Microsoft, Oracle, ServiceNow, Salesforce, Veeva)
- Strong project management and other leadership experience
- Stakeholder Management to CxO level.

**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>

**Commitment to Diversity & Inclusion:**

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

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<https://talentnetwork.novartis.com/network>

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Дивизион

Operations

Business Unit

Purchasing & Sourcing

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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