

Senior Procurement Manager

Job ID
REQ-10075478
апр 14, 2026
Мексика

Сводка

To plan and lead 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.

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

- Planning, organizing and managing projects considering 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.
- Translate global divisional category strategy into global, divisional, subcategory strategy OR translate regional procurement strategy into country strategy and local implementation.
- Lead the implementation of sourcing plans for the category and deliver category savings targets following engagement in the target setting process. Directly control at a country level purchase with respect to supplier choice, timing and commercial conditions.
- Provide input into the overall Category strategy about segmentation and identification of key supplier relationships, lead business planning activities and ensure these projects are staffed and executed on a timely basis in line with the targeted goals.
- Manage strategic category supplier relationships and implement consistent key performance indicators for the category, ensuring that any supplier performance risks and issues are resolved on a timely basis to end user satisfaction.
- 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.
- Achieving results by proactively building long-term, sustainable and effective relationships, understanding the stakeholder landscape and demonstrating intelligence across business structures and networks, jointly identifying the most cost-effective ways to deliver business objectives. Responsible for ensuring the right balance between business needs and Novartis' strategy.

Minimum Requirements

- 10 Years of experience in Procurement (end-to-end sourcing and contracting processes, supplier management)
- Strong project management and other leadership experience
- Stakeholder Management to CxO level
- Critical Negotiations.
- Industry/ Business Exposure.
- Cross Cultural Experience.
- Operations Management and Execution.
- **Skills:**
- Negotiating and Sourcing Acumen.
- Effective Communication with Top Management.
- Finance Management.
- Internal And External Stakeholder Management (Needs Analysis & Satisfaction Studies)
- Managing Resources.
- Data analysis
- **Languages:**
- Spanish
- English
- Portuguese (preferably)

Commitment to Diversity and Inclusion

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 work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a tas.mexico@novartis.com y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.

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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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

Дивизион

Operations

Business Unit

Purchasing & Sourcing

Место

Мексика

Сайт

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Закупки

Job Type

Full time

Employment Type

Regular

Shift Work

No

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