

# Regional Category Manager - REFS US

Job ID

REQ-10046628

Apr 30, 2025

Mexico

## Summary

Location: Mexico City #Hybrid

About The Role:

To be responsible for REFS category and lead the delivery of individual projects defined as part of the Annual Category Plan; to focus on project delivery with activities including requirements gathering, market analysis, qualifying and selecting suppliers with the relevant Business Partners and stakeholders, as well as non-sourcing projects such as demand management and process improvement.

## About the Role

- 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 category, and ensure that negotiated contracts are clearly communicated for the sub-category area and that they are consistently applied
- Manage the budget/resource allocation for the area of responsibility.
- **Minimum Requirements:**
  - University/Advanced degree is required. Master's Degree/other advanced degree is preferred.
  - Preferably > 8-10 years of relevant subject experience in Procurement Real Estate and Facilities
  - Cross Cultural Experience. Strategic sourcing and stakeholder management experience.
  - Strong and effective written and verbal communications (English)
  - Operations Management and Execution Project Management

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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?  
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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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