

# Global Category Manager, Marketing Agencies

Job ID

REQ-10013263

Juli 11, 2024

Tschechische Republik

## Summary

As a Global Category Manager-Marketing agencies, you'll be part of a Global Procurement team in the Marketing Agencies Category.

You will lead the category globally with all strategic aspects within the category across divisions in Novartis on a global level.

## About the Role

- Responsible for Global category management (~\$800M under scope) in the area of Marketing Agencies (Consumer, Professional and Digital Creative, Public Relations, Corporate and Medical Communications, Digital & Advertising Production), for all Divisions across Novartis, ensuring delivery of measurable value through alignment of business requirements, strategic sourcing expertise, supplier market intelligence, financial productivity and mitigation of risk and development of Global Strategy, Governance and constant improvement and innovation initiatives.
- Translates global divisional category strategy into global, divisional, subcategory strategy implementation.
- Lead the implementation of sourcing plans for the category and deliver category savings targets following engagement in the target setting process.
- Provide input into the overall 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 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.
- Collect supplier information and feedback from Divisions, countries, Category teams and Business Partners and deliver Procurement Balanced Scorecard metrics for the category.
- Create, apply, complete and reviews major contracts for the category, and ensure that negotiated contracts are clearly communicated for the category area and that they are consistently applied.
- Support the implementation of category related Procurement tools and processes.

## Knowledge And Skills

- 7-10 years of experience in procurement /Strategic procurement and 3-5 years of experience in Marketing Categories.

- Strong category management experience within a global and multi divisional organization
- Strong Communication and negotiation skills.
- Strategic thinking, strong analytical skills
- Full understanding of the end-to-end procurement / purchasing lifecycle including contract drafting & negotiation, supplier & stakeholder management etc.
- Ability and drive to work independently and lead diverse teams, across different geographies.
- High results-orientation and ability to perform in a complex environment.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:  
<https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

TEst Hello

Division

Operations

Business Unit

CTS

Standort

Tschechische Republik  
Site  
Prague  
Company / Legal Entity  
CZ02 (FCRS = CZ002) Novartis s.r.o  
Alternative Location 1  
Barcelona Gran Vía, Spanien  
Functional Area  
Beschaffung  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
[Apply to Job](#)

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:  
<https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

Job ID  
REQ-10013263

## Global Category Manager, Marketing Agencies

[Apply to Job](#)

---

**Source URL:** <https://dev1.novartis.de/de-de/careers/career-search/job/details/req-10013263-global-category-manager-marketing-agencies>

### List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>

3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis4.wd3.myworkdayjobs-impl.com/en-US/Novartis\\_Careers/job/Prague/Global-Category-Manager--Marketing-Agencies\\_REQ-10013263](https://novartis4.wd3.myworkdayjobs-impl.com/en-US/Novartis_Careers/job/Prague/Global-Category-Manager--Marketing-Agencies_REQ-10013263)
5. <https://www.novartis.com/about/strategy/people-and-culture>
6. <https://talentnetwork.novartis.com/network>
7. <https://www.novartis.com/careers/benefits-rewards>
8. [https://novartis4.wd3.myworkdayjobs-impl.com/en-US/Novartis\\_Careers/job/Prague/Global-Category-Manager--Marketing-Agencies\\_REQ-10013263](https://novartis4.wd3.myworkdayjobs-impl.com/en-US/Novartis_Careers/job/Prague/Global-Category-Manager--Marketing-Agencies_REQ-10013263)