

# Senior Procurement Manager

Job ID

REQ-10075478

Apr 14, 2026

LOC\_MX

## 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](mailto: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](mailto: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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## Role Requirements

**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 \(PDF 30 MB\)](#)

Division

DIV\_TO

Business Unit

Purchasing & Sourcing

Location

LOC\_MX

Site

INSURGENTES

Company / Legal Entity

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

Functional Area

FCT\_PR

Job Type

Full time

Employment Type

Regular

Shift Work

No

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