

Global Category Head - Marketing Agencies

Job ID

REQ-10060520

Apr 17, 2026

LOC_ES

About the Role

Major Accountabilities:

- Develop and own the Global Category Strategy for Marketing Agencies (Creative, PR, Medical Communications), ensuring alignment with Novartis Global Procurement strategies and business objectives.
- Align global strategy with local and regional procurement teams, ensuring effective implementation across markets (focus on US and International Top Markets).
- Manage and develop a high-performing team of 2–5 procurement professionals, fostering a culture of collaboration, innovation, and continuous improvement.
- Drive strategic supplier relationships, ensuring best-in-class partnerships with agencies to deliver value, innovation, and competitive advantage.
- Partner with senior business stakeholders (Global Marketing, Communications, Medical Affairs, etc.) to ensure procurement strategies fully support business needs and long-term objectives.
- Deliver measurable cost efficiencies, value creation, and process improvements while ensuring compliance with procurement policies and standards.
- Negotiate and oversee global agreements with marketing agencies, balancing cost, quality, innovation, and risk management.
- Provide thought leadership on trends in marketing procurement, ensuring Novartis remains at the forefront of best practices in supplier management and sourcing.

Key Performance Indicators:

- Delivery of cost savings, value, and innovation across the USD 800M spend.
- Alignment and successful implementation of global strategies across US and International Top Markets.
- Supplier performance and contribution to business growth.
- Team development and retention.

Minimum Requirements:

- Minimum of 10 years' experience in Procurement
- Proven track record in Procurement Leadership (ideally global or regional), with specific expertise in Marketing Agencies or related categories.
- Demonstrated success in critical negotiations, supplier relationship management, and stakeholder engagement at senior levels.
- Experience in developing and executing global category strategies and delivering measurable business impact.
- People leadership experience, managing and developing international teams.
- Strong background in project and change management.

Skills:

- Exceptional communication and influencing skills, able to engage credibly with senior business leaders and agency executives.
- Deep understanding of marketing services landscape (creative, PR, medical communications).
- Ability to drive innovation and continuous improvement in procurement practices.
- Strategic mindset combined with hands-on execution capabilities.
- Strong analytical and problem-solving skills.

Languages:

- Fluent English (both written and spoken).
- Additional languages are a plus.

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_ES

Site

Barcelona Gran Vía

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Alternative Location 1

LOC_CZ

Functional Area

FCT_PR

Job Type

Full time

Employment Type

Regular

Shift Work

No

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