

Regional Category Manager, Commercial IT

Job ID

REQ-10080477

Jun 25, 2026

LOC_US

About the Role

Location: East Hanover, NJ

Major accountabilities:

- Translates global divisional category strategy into US strategy.
- 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.
- Collect supplier information and feedback from Divisions, 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 sub 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.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

Minimum Requirements:

- 10-15 years of procurement or related business experience
- Ability to execute RFP's and drive strategic negotiations with suppliers
- Experience leading Supplier Relationship Management (SRM)
- Experience in IT procurement, including Software, IT services and AI/Emerging technology (preferred)
- Ability to operate in a large, matrixed organization and build positive and collaborative stakeholder engagement
- Strong written and verbal communication skills with executive leadership

Novartis Compensation Summary:

US Salary Transparency

The pay range for this position at commencement of employment is expected to be between \$114,100 and \$211,900 annually; however, while salary ranges are effective at the time of posting, fluctuations in the job market may necessitate adjustments to pay ranges. Final pay determinations will depend on multiple factors, including but not limited to geographic location, experience level, knowledge, skills, and abilities.

The total compensation package for this position may also include other elements, where applicable, including discretionary bonuses and a full range of medical, financial, and/or other benefits. Eligible employees may receive benefits such as health insurance, life and disability coverage, a 401(k) with company contribution, and various paid time off benefits, including vacation, sick time, and parental leave. Details of participation in these benefit plans will be provided if an offer of employment is extended.

If hired, the employee will be employed in an at-will position, and the Company reserves the right to modify base salary or other compensation programs at any time based on business or market factors.

There is no relocation package on offer for this role.

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_US

Site

East Hanover

Company / Legal Entity

U061 (FCRS = US061) Novartis Services, Inc.

Functional Area

FCT_PR

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

Job ID

REQ-10080477

Regional Category Manager, Commercial IT

[Apply to Job](#)

Source URL: <https://prod1.jobapi.novartis.com.cn/req-10080477-regional-category-manager-commercial-it>

List of links present in page

1. <https://prod1.jobapi.novartis.com.cn/req-10080477-regional-category-manager-commercial-it>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/East-Hanover/Regional-Category-Manager--Commercial-IT_REQ-10080477
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/East-Hanover/Regional-Category-Manager--Commercial-IT_REQ-10080477