

# Global Category Manager- IT Software

Job ID

REQ-10075317

Apr 07, 2026

LOC\_CZ

## About the Role

### Major Accountabilities

Implement strategic goals from overall stakeholder strategy / Ecosystem/Category management perspective

- Planning, organizing and managing projects taking into account 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.
- Translates global divisional category strategy into global, divisional, sub category strategy OR translates regional procurement strategy into country strategy and local implementation.
- 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.
- Projecting the dynamics and impacts (e.g. mergers and acquisitions). Extracting, cleansing and consolidating information to fact-based insights for further usage e.g. in category strategies.
- Support definition and implementation of Procurement tools and processes.
- May directly control at a country level purchase with respect to supplier choice, timing and commercial conditions (may vary between divisions depending on way spend is controlled)

### AI Software Procurement, Contracting & Commercial Negotiation Expertise

- Lead end-to-end procurement, contracting, and negotiation for AI solutions (AI-Native and Embedded AI), including evaluation of AI-specific pricing models (usage-based, consumption, outcome-based), mitigation of AI premiums, and negotiation of commercial guardrails to protect against cost volatility and vendor lock-in.
- Design and negotiate AI-ready contracts covering data rights, IP ownership, model usage, liability, compliance, and scalability—ensuring clear separation between core SaaS value and embedded AI features, while defending Novartis' interests against AI-washing and unjustified commercial uplifts.

### Demand management

- Responsible to ensure the right balance between business needs and Novartis' strategy.
- Accountable to work with stakeholders to identify the most cost-effective ways to deliver business objectives.

### Sourcing and supplier relationships management

- 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.
- 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.

### Manage Relationships with Stakeholders

- Analyzing specifications for optimization. Linking specification to customer value, challenging specification confidently. Conveying messages clearly and convincing stakeholders.
- Achieving results by proactively building long-term, sustainable and effective relationships, understanding the

stakeholder landscape and demonstrating intelligence across business structures and networks.

#### Minimum Requirements:

- Preferably 10-15 years of relevant subject experience (IT related experience in Procurement, Supplier Management, Finance , Architecture).
- Preferably > 5-10 years of experience in Procurement or other related experience preferably in Software Category management, supplier management, or related area, with a focus in the IT Software domain with specialization in driving critical negotiation with Enterprise software publishers (e.g. SAP, Microsoft, Oracle, ServiceNow, Salesforce, Veeva)
- Strong project management and other leadership experience
- Stakeholder Management to CxO level.

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>

#### Commitment to Diversity & Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse team's representative of the patients and communities we serve.

#### 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>

## Role Requirements

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[Read our handbook \(PDF 30 MB\)](#)

Division

DIV\_TO

Business Unit

Purchasing & Sourcing

Location

LOC\_CZ

Site

Prague

Company / Legal Entity

CZ02 (FCRS = CZ002) Novartis s.r.o.

Functional Area

FCT\_PR

Job Type

Full time

Employment Type

Regular

Shift Work

No

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