

## Regional Sourcing Manager - Region APAC (Indirect)

Job ID  
REQ-10059132

8月 05, 2025

Malaysia

### 摘要

#LI-Hybrid

Location: Selangor, Malaysia

The Regional Sourcing Manager plays a key role in aligning global, regional, and local priorities with relevant indirect categories and procurement stakeholders (Business Partners). This involves driving Procurement projects to achieve critical productivity goals. The role entails end-to-end category and project management within areas such as Professional Services, HR Services, External Workforce, IT, and other designated indirect categories. The focus is on aligning business needs, ensuring operational excellence, leveraging strategic sourcing and negotiation expertise, applying supplier market intelligence, achieving financial productivity, and mitigating risk.

### About the Role

## Major accountabilities:

### Procurement Services:

- Define negotiation and sourcing strategies where category strategies are not yet established above the strategic threshold; ensure approval and communication.
- Take accountability for sourcing execution and negotiation processes.
- Serve as the escalation point for business stakeholders liaising with the global procurement team.
- Maintain robust information flows to the global Category team to identify opportunities for demand aggregation and enhanced leverage.
- Ensure operational Procurement activities align with established category strategies, comply with relevant policies and procedures, and leverage preferred supplier agreements.
- Contribute to identifying and delivering savings opportunities.

### Demand Management:

- Ensure an appropriate balance between meeting business needs and aligning with Novartis' strategic objectives.
- Collaborate with stakeholders to find the most cost-effective solutions to fulfill business objectives.

### Minimum Requirements:

#### Experience:

- A minimum of five years of procurement and contracting experience.
- Solid expertise in managing global, matrixed organizations and working across cultures and geographies.
- Extensive knowledge of sourcing processes (e.g., RFI/RFQ), negotiation strategies, project management, communication, collaboration, and market analysis to achieve operational excellence.
- Proven track record of using data-driven insights to achieve business results, demonstrating goal orientation and results-driven performance.

#### Education:

- A university degree or advanced degree is required; a Master's degree or other relevant advanced degree is preferred.
- Strong preference for a CIPS or equivalent professional certification.

#### Languages:

- Proficiency in spoken and written English is required.
- Additional regional language skills are an advantage.

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部门

Operations

Business Unit

Universal Hierarchy Node

地点

Malaysia

站点

Selangor

Company / Legal Entity

MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)

Functional Area

Procurement

Job Type

Full time

Employment Type  
Regular

Shift Work  
No

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