

Regional Category Manager-Indirect APAC

Job ID
REQ-10061218

9月 07, 2025

Malaysia

摘要

The Regional Category Manager - Indirect APAC plans and leads all strategic aspects within the Indirect category across divisions at a regional level. This role develops proposals for strategic business decisions, delivers high-value procurement solutions, and supports category strategies, third-party vendor selection, vendor development, technology management, and performance measurement. The role ensures best-in-class delivery of external services and products in the agreed Indirect categories, supporting projects and driving year-on-year productivity, cost savings, and process improvements in close collaboration with business stakeholders.

About the Role

Major accountabilities:

- Implement category strategic goals from overall Procurement strategy and ecosystem management.

- Plan, organise, and manage projects, considering priorities, resources, budgets, and constraints.
- Map and analyse the value chain, applying total cost of ownership and should-cost modelling.
- Participate in and/or lead financial discussions, including budgeting and structuring complex deals.
- Support compliance and risk management, monitoring end-to-end compliance and executing risk mitigation plans.
- Generate internal and external insights to inform category strategies.
- Maintain and update procurement applications and content, driving continuous improvement and automation.
- Support the definition and implementation of procurement tools and processes.
- Manage data analysis and reporting (spend, demand, supply markets, competitors).
- Ensure demand management aligns business needs with Novartis strategy.
- Execute Source-to-Contract processes, including negotiations and supplier onboarding.
- Manage stakeholder relationships, optimising specifications and delivering customer value.
- Build long-term, sustainable, and effective relationships across business structures and networks.

Minimum Qualifications:

- 8+ years of relevant business experience (industry-specific).
- Preferably 10+ years in procurement or related roles within the pharmaceutical industry, with a focus on category management, supplier management, or related areas in Indirect categories (External Workforce, HR services, IT services).
- Strong project management or leadership experience.

Preferred Qualifications

- University/Advanced degree required.
- Master ' s degree or similar in supply chain management, business administration, or related field preferred.
- Strong preference for CIPS, CCW, or similar professional qualification.

Languages :

- English.

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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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