

Regional Category Manager - Indirect APAC

Job ID

REQ-10084175

июл 28, 2026

Малайзия

Available in: English | [Deutsch](#) | [Español](#) | [Français](#) | [Italiano](#) | [日本語](#) | [Nederlands](#) | [Русский](#) | [Slovenščina](#) | [Türk](#) | [中文](#)

Сводка

Lead category initiatives across defined global, regional, or country-level categories, developing and executing sourcing strategies, managing demand and specifications, and driving supplier performance, innovation, and value delivery in alignment with broader category objectives.

About the Role

Major Accountabilities

- Develop and execute sub-category procurement strategy by translating global/category strategies into actionable regional, country, or local sourcing plans.
- Lead sourcing initiatives and deliver savings targets for the assigned sub-category through effective procurement planning and execution.
- Support category strategy development through supplier segmentation, identification of key supplier relationships, and business planning activities.
- Manage strategic supplier relationships and ensure supplier performance is monitored through defined KPIs, addressing risks and issues promptly.
- Oversee purchasing decisions at the country level, including supplier selection, timing, and commercial terms where applicable.
- Collect and analyze supplier performance data from divisions, countries, sites, and stakeholders, and deliver Procurement Balanced Scorecard metrics.
- Create, negotiate, review, and implement contracts for the sub-category, ensuring consistent communication and application of contractual agreements.
- Manage budgets, resources, and team performance, including talent development, while ensuring compliance with reporting requirements for product-related incidents.

Minimum Requirements

- 10+ Years of procurement experience.
- Functional breadth with strong procurement and category management expertise.
- Experience in critical negotiations and supplier contract management.
- Industry and business exposure within complex, multinational environments.
- Cross-cultural experience working with global and regional stakeholders.
- Project management skills with the ability to manage multiple sourcing initiatives simultaneously.
- Operations management and execution experience to drive procurement effectiveness and delivery.
- Strong communication and stakeholder management skills to influence internal and external partners.
- Financial, resource management, customer needs analysis, and negotiation capabilities to support value delivery and business objectives.

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>

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>

Commitment to Diversity and Inclusion:

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

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 \(PDF 30 MB\)](#)

Дивизион

Operations

Business Unit

Purchasing & Sourcing

Место

Малайзия

Сайт

Selangor

Company / Legal Entity

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

Functional Area

Закупки

Job Type

Full time

Employment Type

Regular

Shift Work

No

Job ID
REQ-10084175

Regional Category Manager - Indirect APAC

[Apply to Job](#)
Job ID
REQ-10084175

Regional Category Manager - Indirect APAC

[Apply to Job](#)

Source URL: <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac>

List of links present in page

1. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-de-de>
2. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-es-es>
3. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-fr-fr>
4. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-it-it>
5. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-ja-jp>
6. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-nl-nl>
7. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-ru-ru>
8. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-sl-si>
9. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-tr-tr>
10. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084175-regional-category-manager-indirect-apac-zh-cn>
11. <https://www.novartis.com/about/strategy/people-and-culture>
12. <https://talentnetwork.novartis.com/network>
13. <https://www.novartis.com/about/strategy/people-and-culture>
14. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
15. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Selangor/Regional-Category-Manager---Indirect-APAC_REQ-10084175
16. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Selangor/Regional-Category-Manager---Indirect-APAC_REQ-10084175