

# Head of APAC Indirect Categories and NOCC KL(Procurement)

Job ID

REQ-10075583

May 04, 2026

LOC\_MY

## About the Role

Major accountabilities:

Drive/Implement category strategic goals from overall Procurement strategy / Ecosystem management

- Deriving game-changing strategies by defining clear category objectives, working with analytical data, business stakeholders and market expertise. Aligning strategies to measurable target and clearly conveying them to the organization.

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 relationships with (senior) stakeholders

- Analyzing specifications for optimization. Linking specification to customer value, challenging specification confidently. Conveying messages clearly and convincing stakeholders.

NOCC KL Head Role

Manage Capability Centre to enable countries/region success

- Manage capability centers for the domain & act as an escalation point.
- Ensure delivery of measurable value for Novartis.
- Work closely with countries to set up aligned objectives. Manage end-to-end Procurement processes and standard operating procedures (SOP).
- Drive operational excellence, process and technology standardization. Understand countries needs, absorb business insight into the process design and regular track the feedback.

Manage compliance & reporting

- Accountable for cross domain collaboration on site & local ecosystem management
- Accountable for the cost structure in the site
- Manage the local talent & recruiting activities
- Creating one team, one objective mindset. Be close to business, explore business's true demands and be responsible for deliverables.
- Coordinate capability and skills building – local implementation of global programs.

## Minimum Requirements:

- University/Advanced degree is required.
- Master's Degree/other advanced degree in the<area of subject matter expertise>is preferred.
- 10+ years of relevant business experience (industry specific experience).
- Preferably > 10 years of experience in Procurement or other related experience within the Pharmaceutical industry, preferably in category management, supplier management, or related area, with a focus in the commercial domain.
- Strong project management or other leadership experience.
- Excellent spoken and written English. Other foreign languages as required.
- Project Management.

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.

## Role Requirements

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**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\_MY

Site

Selangor

Company / Legal Entity

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

Functional Area

FCT\_PR

Job Type

Full time

Employment Type

Regular

Shift Work

No

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