

Head Procurement Region US

Job ID

REQ-10077848

Jun 26, 2026

LOC_US

About the Role

Location: East Hanover, NJ

Major accountabilities:

- Drive demand management by ensuring the right balance between business needs and organizational strategy, while identifying cost-effective solutions.
- Build and manage strong relationships with senior stakeholders and suppliers, acting as the primary contact for Procurement-related topics.
- Lead sourcing and supplier relationship management, including full execution of the Source-to-Contract process and negotiations.
- Develop and implement category and US procurement strategies aligned with overall Procurement and ecosystem goals.
- Analyze value chains, apply total cost of ownership and should-cost modelling to derive strategic insights and optimize spend.
- Own productivity, cost efficiency targets, and ensure compliance with procurement policies, audits, and processes.
- Oversee end-to-end procurement processes, ensuring quality delivery, stakeholder alignment, customer satisfaction, and continuous improvement.
- Lead, manage, and develop the Procurement team, strengthening capabilities, governance, and talent development.

Minimum Requirements

- University/advanced degree required.
- Master's degree or other advanced qualification preferred.
- Overall 20 Years with more than 10 years of relevant business experience.
- Significant experience in Indirect Commercial- Marketing agency is required.
- Preferably 10+ years of Procurement or related experience within the pharmaceutical industry.
- Strong leadership and project management experience, including managing large teams (~50 reports).
- Experience managing large-scale spend (approximately \$2 billion+).
- Strong skills in communication, influencing, strategic thinking, and financial management.
- Excellent spoken and written English; additional languages are a plus.

Novartis Compensation Summary:

US Salary Transparency

The pay range for this position at commencement of employment is expected to be between \$225,400 and \$418,600 annually; however, while salary ranges are effective at the time of posting, fluctuations in the job market may necessitate adjustments to pay ranges. Final pay determinations will depend on multiple factors, including but not limited to geographic location, experience level, knowledge, skills, and abilities.

The total compensation package for this position may also include other elements, where applicable, including discretionary bonuses and a full range of medical, financial, and/or other benefits. Eligible employees may receive benefits such as health insurance, life and disability coverage, a 401(k) with company contribution, and various paid time off benefits, including vacation, sick time, and parental leave. Details of participation in these benefit plans will be provided if an offer of employment is extended.

If hired, the employee will be employed in an at-will position, and the Company reserves the right to modify base salary or other compensation programs at any time based on business or market factors.

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_TO

Business Unit

Purchasing & Sourcing

Location

LOC_US

Site

East Hanover

Company / Legal Entity

U061 (FCRS = US061) Novartis Services, Inc.

Functional Area

FCT_PR

Job Type

Full time

Employment Type

Regular

Shift Work

No

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