

Regional Category Manager - Indirect APAC

Job ID

REQ-10084175

Jul 28, 2026

LOC_MY

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>

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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.

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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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