

# Head of APAC Indirect Categories and NOCC KL

Job ID  
REQ-10075583  
апр 21, 2026  
Малайзия

## Сводка

The APAC Regional Procurement Category Lead leads all strategic aspects within the category of Indirect (P&O, DDIT) across divisions, on a global / regional level and develops proposals for strategic business decisions.

The Regional Procurement Category Lead (Indirect) ensures best-in-class delivery of external services and products in the regional Indirect category to support projects and to realize year-on-year productivity improvements, cost savings, and process improvements in close collaboration with the stakeholders in the business.

The Head of Procurement Capability Center KL is responsible for buildup, operationalize and monitoring the delivery service catalogue and lead the domain specific delivery of activities within the location. The Head of Procurement Capability Center KL is accountable for the recruiting and talent management within the capability center. Head of Procurement Capability Center KL represents the domain at the NGSC management team and is responsible for domain related local activities.

## 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>

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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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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

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