

# Head Procurement Region US

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REQ-10077848  
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## Сводка

The Head of Procurement, US leads the country's procurement organization, with focus on the commercial category, driving strategic goals and managing key KPIs related to productivity, compliance, processes, customer satisfaction, and talent development. The role focuses on building strong relationships with senior stakeholders and suppliers to deliver business value, while leading and developing the procurement team and its capabilities. It ensures effective communication across functions and oversees strategic decision-making within the relevant categories on a global level. As the primary procurement partner for International US, the role aligns budgets, strategies, and productivity goals, supports margin expansion initiatives, and ensures efficient end to end procurement processes and high-value solutions for business needs.

## 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.

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<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.  
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### EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

### Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Дивизион

Operations

Business Unit

Purchasing & Sourcing

Место

США

Состояние

New Jersey

Сайт

East Hanover

Company / Legal Entity

U061 (FCRS = US061) Novartis Services, Inc.

Functional Area

Закупки

Job Type

Full time

Employment Type

Regular

Shift Work

No

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