

## Regional Sourcing Manager REFS Procurement

Job ID  
REQ-10047750

4月 08, 2025

India

### 摘要

-To plan and lead Category initiatives for a clearly defined sub-category globally OR one category regionally OR all categories in one country OR multiple cross-divisional categories in one country; to develop the sub-category strategy as part of the wider Category Strategy; to lead proactive sourcing projects, specification definition and demand management, as well as manage sub-category-specific supplier performance and innovation activities.

### About the Role

- Key Responsibilities:
- Supports in Implementing category strategic goals from overall Procurement strategy / Ecosystem management
- Under guidance of the regional category manager/s Planning, organizing and managing projects taking into account priorities, resources, budgets, issues and constraints to achieve

desired results; defining clear project scope and objectives; utilizing software and tools to plan, track and report status.

- Contribute to overall savings opportunity identification and delivery
- Compliance & risk management: supporting reports to determine appropriate compliance level. Monitoring end-to-end compliance (budget, payment, vendor PO, contract invoice, buying channel, etc.) and deriving corrective actions to improve compliance. Applying risk management processes including identifying and evaluating risks, and defining and executing a risk mitigation plan.
- Maintaining and updating Procurement applications accordingly to the Procurement content (e.g. e-catalogs, user portal). Continuous improvement of procurement content and automation.
- Support definition and implementation of Procurement tools and processes.
- Managing data analysis and reporting, e.g. analyzing spend, demand, supply markets and competitors. Extracting, cleansing and consolidating information to fact-based insights for further usage e.g. in category strategies.

#### Commitment to Diversity & Inclusion: :

We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

#### Essential Requirements:

- 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.
- Proactive assessment of new ways of working, involving innovative scientific & technical solutions by identifying and onboarding the right suppliers.
- Manage relationships with stakeholders
- Analyzing specifications for optimization. Linking specification to customer value, challenging specification confidently. Conveying messages clearly and convincing stakeholders.

Achieving results by proactively building long-term, sustainable and effective relationships, understanding the stakeholder landscape and demonstrating political astuteness across business structures and networks

#### Desirable Requirements:

## EDUCATION:

- University/Advanced degree is required.
- Master ' s Degree/other advanced degree in the business administration, finance, law or scientific or technical field is preferred.

## EXPERIENCE:

- +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 REFS Category domain.
- Strong project management or other leadership experience.

## LANGUAGES

Excellent spoken and written English, Japanese & Chinese would be preferred.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people ' s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

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部门

Operations

Business Unit

CTS

地点

India

站点

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is 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 recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.india@novartis.com](mailto:diversityandincl.india@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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