

Regional Category Manager - Indirect APAC

Job ID
REQ-10084175

8月 24, 2026

Malaysia

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摘要

规划和领导全球明确定义的子类别或一个国家/地区或所有类别或一个国家/地区的多个跨部门类别的类别的类别计划;制定子类别战略,作为更广泛的类别战略的一部分;
领导主动采购项目、规范定义和需求管理,以及管理子类别特定供应商绩效和创新活动。

About the Role

Major Accountabilities

- 将全球部门类别战略转化为全球、部门、子类别战略,或将区域采购战略转化为国家战略和地方实施。
- 领导实施子类别的采购计划,并在参与目标设定过程后实现次类别储蓄目标。

- 提供有关关键供应商关系细分和确定的总体类别或子类别战略的投入,并领导业务规划活动,并确保这些项目按照目标及时配备和执行。
- 管理战略次级供应商关系,为子类别实施一致的关键绩效指标,确保及时解决任何供应商的绩效风险和问题,最终实现用户满意度。
- 可直接控制国家一级的采购,包括供应商的选择,时间和商业条件可能因控制方式而异。)
- 收集来自部门、国家、网站、类别团队和业务合作伙伴的供应商信息和反馈,并为相关子类别提供采购平衡记分卡指标。
- 创建、申请、完成和审查子类别的主要合同,并确保为子类别领域明确传达谈判合同,并确保这些合同得到一贯应用[跨部门/制药支出 2500 万至 1 亿美元 NCH/SDZ/NVD/NIBR 花费 2000 万至 8000 万美元]。
- 管理责任领域的预算/资源分配。
- 管理直接报告的绩效和人才发展,促进间接报告直接报告 5-10 或间接报告最多 30 的人才发展。
- 收到后 24 小时内报告与诺华产品相关的技术投诉/不良事件/特殊情况
- 营销样本的分发适用)

Key Performance Indicators

规划和领导全球明确定义的子类别或一个国家/地区或所有类别或一个国家/地区的多个跨部门类别的类别的类别计划;制定子类别战略,作为更广泛的类别战略的一部分;
领导主动采购项目,规范定义和需求管理,以及管理子类别特定供应商绩效和创新活动。

Work Experience

行业/业务接触
运营管理和执行
关键谈判
行业/业务接触
项目管理
职能广度
跨文化经历

Skills

内部和外部客户需求分析和满意度研究
有效沟通
财务管理
资产管理
谈判

Language

英语

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 \(PDF 30 MB\)](#)

部门

Operations

Business Unit

Purchasing & Sourcing

地点

Malaysia

站点

Selangor

Company / Legal Entity

MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)

Functional Area

Procurement

Job Type

Full time

Employment Type

正式

Shift Work

No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a9936195a837335110896", provider: { widgetId: "10m7rm1pm", partnerId:

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"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }

```

```

// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kaltura_dataLayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }

```

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