

## Regional Category Manager - Indirect APAC

Job ID  
REQ-10084175

8月 24, 2026

Malaysia

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### 摘要

Lead category initiatives across defined global, regional, or country-level categories, developing and executing sourcing strategies, managing demand and specifications, and driving supplier performance, innovation, and value delivery in alignment with broader category objectives.

### 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 \(PDF 30 MB\)](#)

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

Regular

Shift Work

No

```

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"kalturaplayer6a9ccd68a6e9f691017492", provider: { widgetId: "10m7rm1pm", partnerId:
"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
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(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 kalturadatalayer.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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