

# Regional Sourcing Manager APAC-Indirect (Japanese Speaker)

Job ID  
393695BR  
Jul 22, 2024  
Malaysia

## Summary

-To be responsible for multiple categories in one country OR one cross divisional category in one country part of the Category aligned teams. May lead the delivery of individual projects defined as part of the Annual Category Plan; to focus on project delivery with activities including requirements gathering, market analysis, qualifying and selecting suppliers with the relevant Business Partners and stakeholders, as well as non-sourcing projects such as demand management and process improvement.

## About the Role

Location – Malaysia #LI Hybrid

About the role :

The Regional Sourcing Manager for Indirect categories is responsible for aligning global/region/local countries with respective Indirect categories and Procurement partners (Business Partners) to implement Procurement projects to realized key efficiency targets. Provides end-to-end category and project management in the areas of Professional Services, HR Services, External Workforces, ITFIEET, and other identified indirect categories as agreed. This is done through alignment of business requirements, operational excellence, strategic sourcing and negotiation expertise, supplier market intelligence, financial efficiency and mitigation of risk.

Your responsibilities include but are not limited to

- Provide day-to-day Procurement services with definition when no category strategy in place above strategic threshold (incl. negotiation strategy), approval, communication. Accountable for and carefully supervise and support sourcing execution and negotiation performed by the buyer (also acts as a critical issue).
- Maintain strong information flows back to global & regional Category team for opportunities to aggregate demand and generate additional leverage. Ensure operational Procurement requests are driven in line with category strategies, and in compliance with relevant policies and operating procedures, including preferred supplier agreements.
- Responsible to ensure the right balance between business needs and Novartis' strategy. Accountable to work with partners to identify the most efficient ways to deliver business objectives
- Contribute to overall savings opportunity identification and delivery. Planning and achievement of efficiency targets, overall value proposition and priorities as agreed with the business and procurement partners.
- Increase Procurement effectiveness (realize the benefits of efficiency and process improvements such as, outsourcing, cross-divisional Category management, etc.). Cash flow contribution (extending payment terms with major suppliers with / without Supply Chain Finance).

- Compliance to mandated processes and guidelines (Responsible Procurement, Anti-Bribery, NP4, etc.). Analyzing problems, considering and profiling alternatives; willingness to make timely, balanced recommendations and business decisions
- Analyzing specifications for optimization. Linking specification to customer value, challenging specification authoritatively. Conveying messages clearly and convincing partners.

What you'll bring to the role:

- Deriving impactful strategies by defining clear category objectives, working with analytical data, business partners and market expertise. Aligning strategies to measurable target and clearly conveying them to the organization.
- Expertise in the indirect services procurement (Professional services, HR services, External Workforce, Fleet, IT services). Understanding the respective category market levers, trends and main players as well as internal processes.
- Understanding and experience in analysing spend, demand, supply markets and competitors. Extracting, cleansing and consolidating information to fact-based insights for further usage e.g. while providing support in category strategies
- Sourcing Management - Understanding of procurement tools and ability to navigate them. Understanding the procurement data structure and procurement classification system for material, services, and suppliers.
- Understanding and implementing 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.
- Leadership / Collaboration / Partner management Achieving results by proactively building long-term, balanced and effective relationships, understanding the partner landscape and demonstrating political astuteness across business structures and networks
- Change Management / Communication - Communicating clearly in writing and verbally. Conveying messages to partners at different level, engaging and convincing partners

Desirable Requirements:

- University/Advanced degree in Business Administration/Economics/Engineering is required and master's degree/other advanced degree or equivalent experience in the supply chain management, business administration or similar is preferred.
- Min 5 years of Procurement experience including usage of SAP and spend analysis tool and contracting experience. Proven experience in navigating in global, matrix organizations and across geographies and cultures.
- LANGUAGES preference - excellent spoken and written English + Japanese/ Mandarin.

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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**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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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Division

Operations

Business Unit

CTS

Location

Malaysia

Site

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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