

# APAC Operational Excellence Head and China Robotic Sourcing Advisor

Job ID  
REQ-10075584  
апр 14, 2026  
Китай

## Сводка

-To lead the purchasing organization of a small division or BU or country/region to deliver maximum benefit from Global, Regional and local sourcing. To manage a team of Purchasing professionals and support staff who provide purchasing support and expertise to all internal customers, and by leveraging competitive advantage with all of our suppliers, ensure Novartis achieves the best ultimate cost.

## About the Role

### Major accountabilities:

- Prepare an annual purchasing strategy for of a small division or BU or country /region and ensure it is aligned to Global Procurement Strategies.
- Direct the development of annual Procurement business plans and tactical plans in line with agreed sourcing strategy, ensuring full alignment with divisional and group targets, and set stretch targets for the team, benchmarking versus best in class external organizations, and measure achievement of objectives against KPIs.
- Direct the identification of sourcing strategies (preferred suppliers, outsourcing) and identify, engage and manage the relationships with key internal clients and external suppliers, and exert significant influence to drive Procurement projects.
- Direct the negotiation of agreements, and lead the establishment of contracts to decrease total cost with specified quality and service levels and ensure supply security, and ensure that savings are tracked according to group guidelines (\$100-\$750m).
- Direct the implementation and utilization of Procurement systems and tools in Countries, and ensure consistent tracking of savings and other Procurement KPIs, according to group policies.
- Demonstrate thought leadership related to the identification, implementation and continuous improvement of sourcing best practices, systems and processes and policies alignment.
- Direct the preparation and finalization of Procurement investments plans and budgets.
- Oversee the management and development of Procurement teams (Direct reports 10 -20 or indirect reports < 50).
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

### Key performance indicators:

- Overall cost efficiencies (cost savings and efficiencies); -Process efficiencies and compliance with procurement policy

### Minimum Requirements:

#### Work Experience:

- Cross Cultural Experience.
- Collaborating across boundaries.
- Critical Negotiations.
- Strategy Development.
- People Leadership.
- Project Management.

#### Skills:

- Effective Communication.
- Finance Management.
- Internal And External Customer Needs Analysis & Satisfaction Studies.
- Managing Resources.
- Negotiating.

#### Languages :

- English.

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

Дивизион  
Operations  
Business Unit  
Purchasing & Sourcing  
Место  
Китай  
Сайт  
Shanghai (Shanghai)

Company / Legal Entity  
CN14 (FCRS = CN014) China Novartis Institutes for BioMedical Research Co., Ltd.  
Functional Area  
Закупки  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

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

### **Accessibility and accommodation**

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.china@novartis.com](mailto:diversityandincl.china@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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