NOVARTIS

# Country Proc Manager - China Commercial

Job ID
REQ-10081092
Авг. 14, 2026
Малайзия

### Сводка

The Country Procurement Manager is responsible for leading or supporting one or more Procurement categories and/or serving as the key procurement contact to one or more business areas (e.g. division(s), franchise(s), corporate function(s)). The role is accountable for implementing the global Procurement strategic goals on country level for the area of responsibility and successfully managing relevant KPIs in regards to productivity, compliance metrics, processes, customer satisfaction and (if applicable) people development. Implement Master vendor concepts to deliver value and reduce procurement touch. The role is also accountable for successfully managing and developing relationships with stakeholders in their area of responsibility, and with key suppliers on in their area of responsibility to increase value for Novartis.
The Country Procurement Manager manages effective communication in between Procurement functions and stakeholders/suppliers.

### About the Role

**Major Accountabilities**

- **Deliver Procurement Strategy Execution**: Implement country/cluster procurement strategies aligned with global priorities and business goals.
- **Drive Cost Efficiency & Productivity**: Own and deliver cost savings, productivity improvements, and payment term enhancements within the scope.
- **Ensure Procurement Compliance**: Maintain high standards of PO compliance, contract compliance, and adherence to procurement processes and systems.
- **Lead End-to-End Procurement Operations**: Oversee the full procurement lifecycle, ensuring seamless execution, policy adherence, and integration with capability centers.
- **Manage Stakeholder Relationships**:Build strong partnerships with business stakeholders, act as a trusted advisor, and align procurement initiatives to business needs.
- **Enable Strategic Supplier Management:**Develop and manage key supplier relationships to drive value, innovation, and cost-effectiveness.
- **Execute Supplier Strategy Locally**:Implement global/regional supplier strategies, including contract execution, supplier onboarding, and tail spend management.
- **Drive Communication & Collaboratio**n:Ensure effective communication across procurement functions (operations, category teams, compliance) and promote alignment.

**Minimum Requirements**

- **Educational Qualification:** Bachelor’s degree required; preferred in Business, Human Resources, Organizational Development, or related field.
- **Language Proficiency:** Fluency in Mandarin (spoken) is required to support regional/global stakeholder and supplier interactions.
- **Procurement Experience:**3–5 years of experience in procurement or category management within a multinational or complex organization.
- **Category Expertise (Commercial Preferred):**Strong experience in procurement/category management, with preference for exposure to commercial categories.
- **Cost Optimization & Sourcing Delivery:** Proven track record of delivering cost optimization, sourcing execution, and measurable savings.
- **Supplier Negotiation & Management Skills:** Demonstrated success in supplier negotiations, contracting, and ongoing supplier relationship management.
- **Stakeholder Management & Influence:** Ability to effectively engage and influence senior stakeholders across functions.
- **Change Management Capability:** Experience leading or supporting transformation initiatives and managing change in dynamic environments.

**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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Дивизион
Operations
Business Unit
Purchasing & Sourcing
Место
Малайзия
Сайт
Selangor
Company / Legal Entity
MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (197101000541)
Functional Area
Закупки
Job Type

Full time
Employment Type
Regular
Shift Work
No

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