

# Regional Sourcing Manager – Indirect APAC (IT category)

Job ID  
REQ-10033227  
Dec 19, 2024  
India

## 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

Position Title : Regional Sourcing Manager – Indirect APAC (IT category)

Location – Hyderabad #LI Hybrid

About the role:

The IT Sourcing Manager is responsible for aligning global/region/local with respective IT categories and Procurement stakeholders (Business Partners) to implement Procurement projects to realize key productivity targets. Provides end-to-end category and project management in the areas of Information Technologies (IT) categories. This is done through alignment of business requirements, operational excellence, strategic sourcing and negotiation expertise, supplier market intelligence, financial productivity and mitigation of risk.

Your responsibilities include but are not limited to:

- Provide day-to-day Procurement services, Definition when no category strategy in place above strategic threshold (incl. negotiation strategy), approval, communication. Accountable for sourcing execution and negotiation and Acts as an escalation point from business stakeholders to global procurement team
- Maintain strong information flows back to global Category team for opportunities to aggregate demand and generate additional leverage. Ensure operational Procurement requests are executed in line with category strategies, and in compliance with relevant policies and operating procedures, including preferred supplier agreements. Contribute to overall savings opportunity identification and delivery.
- Demand management Responsible to ensure the right balance between business needs and Novartis' strategy. Accountable to work with stakeholders to identify the most cost-effective ways to deliver business objectives.
- Planning and achievement of productivity targets, overall value proposition and priorities as agreed with the business and procurement stakeholders. Increase Procurement effectiveness (realize the benefits of productivity 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.).
- Establish and support governance for Operations Leadership meetings. Collaborate with global functions for various internal and external engagements for Operations.
- Stakeholder management with other units e.g. Strategy & Growth, Investor Relations, Corporate Reporting.
- Further responsibilities include research and data analytics activities that allow to gain new insights that define the strategic directions for both, TechOps and Technology & Solutions.
- Design, organize and operationalize KPIs for Operations Performance populated with up-to-date information for decision making/ triage (automate where possible).
- Communicate and support change management where required. Lead a diverse team of professionals in Strategic Initiatives, inspire, engage and coach

What you'll bring to the role:

- Category Support / Project Management / Supplier management. Analyzing specifications for optimization. Linking specification to customer value, challenging specification confidently. Conveying messages clearly and convincing stakeholders.
- Deriving game-changing strategies by defining clear category objectives, working with analytical data, business stakeholders and market expertise. Aligning strategies to measurable target and clearly conveying them to the organization
- Expertise in the IT services procurement. Understanding the respective category market levers, trends and main players as well as internal processes. Analysing problems, considering, and profiling alternatives; willingness to make timely, balanced recommendations and business decisions.
- Planning, organizing and managing projects taking into account priorities, resources, budgets, issues and constraints to achieve desired results; defining clear project scope and objectives; utilizing software and tools to plan, track and report status.
- Understanding the steps, methods and processes to manage supplier, covering supplier strategy, supplier collaboration, supplier development, supplier lifecycle management and supplier performance management.
- 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 executing 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 / Stakeholder management -Achieving results by proactively building long-term, sustainable and effective relationships, understanding the stakeholder landscape and demonstrating political astuteness across business structures and networks.
- Delivering on defined goals, involving others in decision making and building productive relationships. Acting with integrity, learning and growing.
- Change Management / Communication - Communicating clearly in writing and verbally. Conveying messages to stakeholders at different level, engaging and convincing stakeholders. Analyzing problems,

considering and profiling alternatives; willingness to make timely, balanced recommendations and business decisions.

#### Desirable Requirements:

- University/Advanced degree is required. Master's degree/other advanced degree in fields such as IT and Finance are preferred. Strong preference for CIPS or similar professional qualification
- 5+ years of Procurement experience and contracting experience. Solid experience in navigating in global, matrix organizations and across geographies and cultures.
- Extensive experience in sourcing processes (e.g. RFI/RFQ), negotiation strategies, project management, good communication and collaboration skills as well as market analysis capabilities to drive operational excellence.

#### 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>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life

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<https://talentnetwork.novartis.com/network>.

#### Commitment to Diversity & Inclusion:

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

Based on the feedback from the interviews and the results of the current set of applicants, we will reopen the link accordingly in the near future. We will keep you updated on any developments in this regard

**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?

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Division

Operations

Business Unit

CTS  
Location  
India  
Site  
Hyderabad (Office)  
Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited  
Alternative Location 1  
Telangana, India  
Functional Area  
Procurement  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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