

# Procurement Category Manager, Japan Marketing and Sales

Job ID

REQ-10051826

May 16, 2025

Japan

## Summary

The Procurement Category Manager plans and leads all strategic aspects within the category of Marketing and Sales, across divisions, on a Japan country level and develops proposals for strategic business decisions. The role provides high value procurement solutions to the business and category strategies; support third party vendor selection, vendor development, technology management and performance measurement activities. The Procurement Category Manager ensures best-in-class delivery of external services and products in the Marketing and Sales category to support projects and to realize year-on-year productivity improvements, cost savings, and process improvements in close collaboration with the stakeholders in the business.

プロキュアメント・カテゴリー・マネージャーは、日本国レベルで、部門を横断して、マーケティング・セールスカテゴリー内のあらゆる戦略的側面を計画・主導し、戦略的ビジネス意思決定のための提案書を作成します。ビジネスとカテゴリー戦略に対して価値の高い調達ソリューションを提供し、サードパーティベンダーの選定、ベンダー開発、技術管理、パフォーマンス測定活動をサポートします。調達カテゴリーマネージャーは、プロジェクトをサポートし、ビジネスのステークホルダーと密接に協力しながら、前年比の生産性向上、コスト削減、プロセス改善を実現するために、マーケティング&セールスカテゴリーにおける外部サービスおよび製品のクラス最高のデリバリーを保証します。

## About the Role

## Major Accountabilities:

- Category management (understanding market dynamics, cost reduction opportunity identification based on data analysis, etc.),
- Supplier management (supplier selection, relationship management, and performance enhancement) and
- Stakeholder management (Business needs understanding and demand management).
- カテゴリーマネジメント（市場ダイナミクスの理解、データ分析に基づくコスト削減機会の特定等）、
- サプライーマネジメント（サプライヤー選定、リレーションシップマネジメント、パフォーマンス向上）
- ステークホルダーマネジメント（ビジネスニーズの理解と需要管理）

## Requirements:

- IT basic- understanding of procurement system (SAP Ariba)
- Microsoft business
- At least 5 years of experience in purchasing (negotiation, purchasing strategy) or working closely with a

purchasing department such as a marketing team in a pharmaceutical company.

- Experience in project management and understanding of project flow
- Fluent in both English and Japanese and familiar with Japanese business practices
- Experience with basic IT tools such as SAP Ariba and Office 365
- 購買の業務経験（交渉、購買戦略）または、製薬企業におけるマーケティング部門など密に購買部と協働した業務経験を5年以上の経験をお持ちであること
- プロジェクトマネジメントの経験があり、一通りの流れについて理解があること
- 日本語、英語共に流暢で日本の商習慣に精通していること
- SAP Aribaおよび Office 365など基本的なITツールの使用経験をお持ちであること

## Benefits and Rewards:

- You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook.
- [novartis-life-handbook.pdf](#)

## 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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### 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 [midcareer-r.japan@novartis.com](mailto:midcareer-r.japan@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

**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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**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

Operations

Business Unit

Universal Hierarchy Node

Location

Japan

Site

Toranomon (NPKK Head Office)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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2. <https://www.novartis.com/about/strategy/people-and-culture>
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6. <mailto:midcareer-r.japan@novartis.com>
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