

# Global Category Manager Clinical

Job ID  
REQ-10035292  
Feb 25, 2025  
India

## Summary

-To plan and lead Category initiatives for a clearly defined sub-category globally OR one category regionally OR all categories in one country OR multiple cross-divisional categories in one country; to develop the sub-category strategy as part of the wider Category Strategy; to lead proactive sourcing projects, specification definition and demand management, as well as manage sub-category-specific supplier performance and innovation activities.

## About the Role

Position Title: Global Category Manager, Clinical R&D

Location : Hyd-india #LI Hybrid

Job Purpose:

The Global Category Manager, responsible to manage Clinical functional services Categories in space of Data Management, Statistical Programming, Trial Monitoring, Regulatory, Pharmacovigilance & Medical Writing, plans and leads all strategic Procurement activities within the assigned categories, at a global level and develops proposals for strategic sourcing decisions. The role provides high value procurement solutions to the business and category strategies; supports third party vendor selection, vendor development, technology management and supplier performance measurement activities. The Global Procurement Category Manager ensures best-in-class delivery of external services in support of functions and to realize year-on-year productivity improvements, cost savings, and process improvements working in close collaboration with Business Stakeholders.

## Your responsibilities include but not limited to:

- The role is responsible for all Novartis Global spend for assigned **Global Clinical Operations functions**. These services have FSP long term engagements with goals for value creation and continuous improvement. Specifically, you will be responsible to develop sourcing strategies for clinical study delivery supporting Novartis' development pipeline.
- Establish strategic category plans tailored to assigned categories/sub-categories, in congruence with organizational objectives. Lead the sourcing, negotiation and contracting to leverage buying power and recommend appropriate Procurement strategies and tactics to obtain desired results
- Support/Lead the design and implementation of executive governance around preferred suppliers the objective of which is to ensure performance delivery, continuous improvement, and access to innovation from supplier arrangements to achieve value contribution targets on a global basis
- Negotiate complex Commercial Terms and Master Services Agreements working collaboratively with

Business Stakeholders, Legal, Data Privacy and Supplier Quality

- Accountable for a proportion of the overall Clinical category savings target and leads proactive category projects, spanning sourcing projects, demand management and process improvement, as well as managing sub-category specific supplier performance and innovation activities to support the delivery of the global procurement targets.
- Provide financial and business analysis (e.g. Data mining of supplier spend from Procurement and Financial Systems, output analysis and interpretation), supporting global market intelligence in the category area and acting as the focal point for category subject matter expertise to the global business and procurement community.
- Support in the indirect management of Clinical Sourcing Managers by assisting in their quarterly and year end reviews, provide support in establishing their goals within the category and assist in their development.

### **Essential Requirements:**

- Successful project execution by providing all external solutions in time / at the required quality / within budget as verified by the business.
- Value Delivery – optimized Total Cost of Ownership and cost productivity/savings in compliance with approved Novartis Finance Productivity guideline.
- Successful and measurable execution on efficiency programs
- Measurable and continuous process improvement & compliance assurance.
- Understanding the Procurement KPIs related to market insights, price and demand development as well as procurement's performance. Compliance with all GxP relevant processes
- Strong project management and/or other leadership experience. Knowledge of Global R&D Clinical CRO market

### **What you'll bring to the role:**

- Master's Degree/other advanced degree in Lifesciences or Pharmaceutical sciences & MBA degree is preferred
- A minimum of 12 years' Core experience in strategic negotiations, alliances, and operations in R&D at a pharmaceutical company or a contract research organization. Emphasis on business, experience with clinical processes and activities and associated ESP services, with excellent understanding of study management and overall integration of clinical data system and processes

### **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 Handbook. <https://www.novartis.com/careers/benefits-rewards>

### **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.

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

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

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

**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

CTS

Location

India

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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