

# Regional Category Manager - Medical Affairs

Job ID

REQ-10050973

May 05, 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

### Key Responsibilities:

- Translates global divisional category strategy into global, divisional, sub category strategy OR translates regional procurement strategy into country strategy and local implementation.
- Lead the implementation of sourcing plans for the sub category and deliver sub-category savings targets following engagement in the target setting process.
- Provide input into the overall Category or sub-category strategy about segmentation and identification of key supplier relationships, and lead business planning activities and ensure these projects are staffed and executed on a timely basis in line with the targeted goals.
- Manage strategic sub-category supplier relationships, and implement consistent key performance indicators for the sub-category, ensuring that any supplier performance risks and issues are resolved on a timely basis to end user satisfaction.
- May directly control at a country level purchases with respect to supplier choice, timing and commercial conditions (may vary between divisions depending on way spend is controlled).
- Collect supplier information and feedback from Divisions, countries, sites, Category teams and Business Partners, and deliver Procurement Balanced Scorecard metrics for the relevant sub category.
- Create, apply, complete and reviews major contracts for the sub category, and ensure that negotiated contracts are clearly communicated for the sub-category area and that they are consistently applied [Cross-Divisional /Pharma spend \$25 -\$100m NCH/SDZ/NVD/NIBR spend \$20 -\$80m].
- Manage the budget/resource allocation for the area of responsibility.
- Manage the performance and talent development of direct reports and contribute to talent development of indirect reports (Direct reports 5-10 or indirect reports up to 30).
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

### 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.

**Key performance indicators:**

- Procurement productivity savings -Value Delivery (Financial) & Customer Delivery (service Provision)

**Essential Requirements:****Work Experience:**

- Functional Breadth.
- Critical Negotiations.
- Industry/ Business Exposure.
- Cross Cultural Experience.
- Project Management.
- Operations Management and Execution.

**Skills:**

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

**Languages :**

- English.

**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.

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>.

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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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