

## Global Category Manager Clinical R&D

Job ID  
REQ-10065665

10月 31, 2025

India

### 摘要

The Global Category Manager for Biomarkers and Imaging leads strategic procurement activities for these and other clinical categories at a global level. This role delivers high-value sourcing solutions, supports vendor selection and development, manages supplier performance, and ensures best-in-class external services for clinical studies. The position drives productivity improvements, cost savings, and process enhancements in close collaboration with business stakeholders.

### About the Role

Major accountabilities:

- Develop and implement global category strategies for Biomarkers and Imaging to support Novartis' clinical development pipeline.
- Lead sourcing, negotiation, and contracting activities to optimise value and leverage buying power across assigned categories.

- Establish and maintain governance frameworks for preferred suppliers to ensure performance, innovation, and continuous improvement.
- Negotiate complex commercial agreements, including Master Services Agreements, in collaboration with Legal, Data Privacy, and Quality teams.
- Deliver category savings and process improvements, managing supplier performance and driving innovation initiatives.
- Provide financial and market analysis, including supplier spend insights and global intelligence, acting as subject matter expert for stakeholders.
- Support development of Clinical Sourcing Managers, assisting with goal setting and performance reviews within the category.
- Ensure compliance with Novartis procurement policies and contribute to global procurement objectives.

#### Minimum Requirements:

##### Work Experience:

- Minimum 7 years in strategic negotiations and operations within R&D at a pharmaceutical company or CRO
- Strong understanding of clinical processes, study management, and integration of clinical data systems
- Proven project management and leadership experience
- Knowledge of global R&D clinical CRO market

##### Education

- Master ' s degree in Life Sciences or Pharmaceutical Sciences
- MBA preferred

#### Why Novartis?

At Novartis, we are reimagining medicine to improve and extend people ' s lives. We are committed to building an inclusive environment where diverse perspectives drive innovation and excellence. Join us to make a meaningful impact on global health and be part of a team that values curiosity, collaboration, and courage.

#### Commitment to Diversity & Inclusion

Novartis is an equal opportunity employer and does not discriminate based on race, colour, gender, age, religion, sexual orientation, disability, or any other protected characteristic. We strive to create an inclusive workplace that reflects the communities we serve.

#### Languages :

- English.

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>

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>

部门

Operations

Business Unit

Purchasing & Sourcing

地点

India

站点

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Alternative Location 1

Selangor, Malaysia

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work  
No

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.

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