

## Category Manager - Medical Affairs, Dev Procurement

Job ID  
REQ-10068823

12月 30, 2025

India

### 摘要

#LI-Hybrid

Job title: Category Manager - Medical Affairs, Dev Procurement

Location: Hyderabad, India

Lead the evidence generation and Medical Affairs procurement sub category globally (or regionally/country as applicable), translating strategy into execution across Real World Evidence (RWE), Non Interventional Studies (NIS), and Clinical Data Acquisition. Partner cross functionally to deliver compliant, timely sourcing and contracting that enables high quality data generation for patients and Medical Affairs objectives.

### About the Role

Major accountabilities:

- Translate the global divisional category strategy into sub category strategy and implementation plans for Medical Affairs evidence generation; or translate regional procurement strategy into country-specific plans and delivery.
- Plan and lead sourcing for RWE, NIS, and Clinical Data Acquisition vendors (e.g., CROs, data providers, registries), including specification definition, demand management, and risk/compliance guardrails.
- Segment suppliers and identify critical relationships; lead annual business planning and innovation forums to improve data quality, timeliness, and cost effectiveness.
- Manage strategic supplier performance with consistent measures for the sub category; resolve performance risks/issues promptly to end user satisfaction and in line with Medical Affairs standards.
- Create, negotiate, and manage major contracts for the sub category; ensure contract terms are communicated and applied consistently across divisions/regions.
- Oversee budget/resource allocation for the sub category and ensure spend stewardship aligned to Medical Affairs priorities and compliance expectations.
- Develop talent and performance of direct reports; contribute to the broader team ' s growth through coaching and capability building in evidence generation procurement.

#### Minimum Requirements:

- 15+ years ' overall experience, including substantial time in category management and strategic procurement; demonstrable impact in complex, multi market environments.
- Medical Affairs evidence generation expertise across Real World Evidence (RWE), Non Interventional Studies (NIS), and Clinical Data Acquisition (vendors, data sources, study operations, data rights/privacy).
- Functional breadth spanning sourcing, contracting, supplier relationship management, and change management; ability to translate strategy into actionable sourcing roadmaps.
- Critical negotiations with high value/strategic suppliers; adept at balancing quality, timelines, and cost in regulated settings.
- Cross cultural experience and stakeholder engagement across Medical Affairs, Clinical, Legal, Compliance, and Finance.
- Project/operations management for multi country evidence programs; disciplined execution and issue resolution.
- Language: Fluency in English; additional languages a plus depending on region.

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部门

Operations

Business Unit

Purchasing & Sourcing

地点

India

站点

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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