

# Sourcing Manager R&D, Drug Development

Job ID  
394060BR  
Jun 04, 2024  
India

## Summary

Implement global category strategy at local level OR implement sourcing business plan for area of responsibility; directly deploys global category strategy at site level.

## About the Role

Position Title : Sourcing Manager R&D, Drug Development

Location – Hyderabad #LI Hybrid

About the role:

To be responsible for multiple categories in one country OR one cross divisional category in one country part of the Category aligned teams. May lead the delivery of individual projects defined as part of the Annual Category Plan; to focus on project delivery with activities including requirements gathering, market analysis, qualifying and selecting suppliers with the relevant Business Partners and partners, as well as non-sourcing projects such as demand management and process improvement.

Your responsibilities include but are not limited to

- Implement global category strategy at local level OR implement sourcing business plan for area of responsibility; directly deploys global category strategy at site level.
- Supervise the implementation of sourcing plans for the sub-category & deliver sub-category savings targets following engagement in the target setting process.
- Provide input into the overall Category segmentation and identification of key supplier relationships or may directly control purchases with respect to supplier choice, timing and commercial conditions on a local basis (may vary between divisions depending on way spend is controlled).
- Manage strategic sub-category supplier relationships and implement consistent key performance indicators for the sub-category, and report on suppliers' performance.
- 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.
- Build, 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.

What you'll bring to the role:

- Consistent track record in navigating in a global, virtual business environment within large organizations with

complex matrix structures and deep subject matter expertise of the Comparators business and global landscape (including respective regulations) required.

- 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.
- Great ability to learn quick and can demonstrate good understanding in new domains. Strong ability to engage with business and manage partners and support drive of (large) vendors globally and implement and report projects and value creation.
- Solid subject matter expertise in Clinical Supply (Packaging, Labelling, Distribution) would be an advantage. Handle collaborations - Implementing the Source-to-Contract process including respective strategies, approaches and methods: Preparing and conducting fact-based negotiations.
- Adapting tactics from a broad portfolio of negotiation strategies to achieve results that support business and Procurement objectives. Proactive assessment of new ways of working, involving innovative scientific & technical solutions by identifying and onboarding the right suppliers.

#### Desirable Requirements:

- University/Advanced degree with strong preference in Business, Lifesciences or Pharmaceutical sciences or Scientific field is required with proficient written and spoken English skills.
- 7+ years of experience in Global Strategic Procurement or other related experience (e.g. within Clinical Supply provider) within the Pharmaceutical industry, preferably in category management, supplier management, or related area, with a strong focus in the Comparator and Clinical Supply domain

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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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