Category Manager - Special Services, Procurement

Job ID
REQ-10068821

12 30, 2025

India

Plan and lead procurement initiatives for Special Services sub categories globally (or regionally/country as applicable), including Patient Recruitment & Retention (PR&R), Ancillary Supplies, and Central Radio Pharmacy. Develop sub category strategy aligned to the wider Category Strategy; drive sourcing, contracting, and supplier performance to enable compliant, timely delivery of services critical to clinical trial success and patient experience.

About the Role

Major accountabilities:

- Translate global divisional category strategy into sub category strategy and implementation plans for PR&R, Ancillary Supplies, and Central Radio Pharmacy; or adapt regional procurement strategy into country specific plans.
- Lead sourcing projects for patient recruitment vendors, retention services, ancillary supply

providers, and central radio pharmacy partners; ensure specification definition, demand management, and compliance.

- Segment suppliers and identify strategic relationships; conduct business planning and innovation forums to improve patient engagement, supply reliability, and cost efficiency.
- Manage supplier performance with consistent measures for the sub category; resolve risks/issues promptly to maintain service continuity and regulatory compliance.
- Create, negotiate, and manage major contracts for Special Services; ensure terms are communicated and applied consistently across divisions/regions.
- Oversee budget/resource allocation for the sub category and ensure spend stewardship aligned to clinical and patient centric priorities.
- Develop talent and performance of direct reports; contribute to broader team capability building in patient recruitment and specialised supply procurement.

Minimum Requirements:
Work Experience:

- 15+ years' overall experience, including significant time in category management and strategic procurement within healthcare or life sciences.
- Expertise in Patient Recruitment & Retention, Ancillary Supplies, and Central Radio Pharmacy operations and vendor landscape.
- Functional breadth across sourcing, contracting, supplier relationship management, and change management; proven ability to translate strategy into actionable plans.
- Critical negotiations with high value suppliers; ability to balance timelines, quality, and cost in regulated environments.
- Cross cultural experience and stakeholder engagement across Clinical Operations, Medical Affairs, Legal, Compliance, and Finance.
- Project/operations management for multi country clinical trial support services; disciplined execution and issue resolution.
- Language: Fluency in English; additional languages a plus depending on region.

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Operations

Business Unit
Purchasing & Sourcing

India

Hyderabad (Office)

Company / Legal Entity
IN10 (FCRS = INO10) Novartis Healthcare Private Limited

Functional Area
Procurement

Job Type
Full time

Employment Type
Regular

Shift Work
No

function adjustKalturaPlayer() { var deviceWidth = window.innerWidth || document.documentElement.clientWidth || document.body.clientWidth; var mediaElement = document.getElementById("kalturaplayer69839217a0317957144904"); var mediaContainer = mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px"; var originalWidthValue = parseFloat(originalWidth); var originalHeightValue = parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; //Get computed styles of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var finalWidth = parseFloat(parentStyles.width); if (finalWidth var config = { targetId: "kalturaplayer69839217a0317957144904", provider: { widgetId: "10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,

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enable transcript. expandMode: "over", //Default: alongside;(' alongside', ' hidden' , 'over' )
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config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };


try { var kalturaPlayer = KalturaPlayer.setup(config); //Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } //Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } }); }); }); } } catch (e) { console.error(e.message) }
```

VIDEO

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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 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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