

# Operational Excellence Lead - HQ, Corporate and Commercial

Job ID  
REQ-10034335  
Dec 19, 2024  
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

Position Title :Operational Excellence Lead - HQ, Corporate and Commercial

Location – Hyd-India #LI Hybrid

### PURPOSE

The Operational Excellence Lead supports the Procurement leadership team by leading cross-category and cross-divisional activities that drive maximum productivity, operational excellence, properly allocate procurement resources, drive effective strategy and tactics and ensure professional communication and execution of procurement projects and activities globally. The role is accountable for partnering with a global Procurement tower and HQ teams for the management of a project portfolio, KPIs, Performance tracks, reports among others

Your responsibilities include but are not limited to

- Accountable for partnering with a global Procurement tower and HQ team for the management of a project portfolio. Expertise in Corporate and Commercial Categories. Understanding the respective category market levers, trends and main players as well as internal processes.
- Shapes global portfolio through broad expertise and thought leadership.
- Creating Procurement vision based on advanced insights into procurement leading practices and experience in strategy development. Linking Procurement strategy to Novartis' overall strategy and conveying it clearly to the organization (High analytics expertise in needed)
- Mapping the value chain, analyzing it and deriving potential scenarios. Includes the understanding and application of total cost of ownership, and should cost modelling.
- Expertise in the respective category market levers, trends and main players as well as internal processes.
- Responsible for creating benchmarking, category wise, ways of working, etc and challenge the status quo of the operating model
- Deriving game-changing strategies by defining clear category objectives, working with analytical data,

business stakeholders and market expertise. Aligning strategies to measurable target and clearly conveying them to the organization.

- Compliance & risk management: supporting reports to determine appropriate compliance level. Monitoring end-to-end compliance (budget, payment, vendor PO, contract invoice, buying channel, etc.) and deriving corrective actions to improve compliance. Applying risk management processes including identifying and evaluating risks, and defining and executing a risk mitigation plan.
- Managing data analysis and reporting, e.g. analyzing spend, demand, supply markets and competitors. Extracting, cleansing and consolidating information to fact-based insights for further usage e.g. in category strategies.
- Ability to navigate procurement tools. Expertize in the procurement data structure and procurement classification system for material, services, and suppliers.
- Expertize in the procurement content (e.g. in contracts) and maintaining and updating Procurement applications (e.g. e-catalogs, user portal). Continuous improvement of procurement content and automation.
- Participating in and / or leading financial discussions. Applying financial knowledge to participate actively, e.g. in budgeting process, including tax aspects in sourcing strategies and structuring sophisticated deals with ecosystem partners.
- Procurement KPIs (performance, price and demand development): excellent in navigating in Procurement KPIs related to market insights, price and demand development as well as procurement's performance.
- Project management, Ops Excellence & planning: planning, organizing and managing projects taking into account priorities, resources, budgets, issues and constraints to achieve desired results; defining clear project scope and objectives; utilizing software and tools to plan, track and report status.
- Change management: Embracing and shaping change as well as knowledge how to overcome challenges. Applying systematic change management methods to facilitate change.
- Relationship management and business partnering: achieving results by proactively building long-term, sustainable and effective relationships, understanding the stakeholder landscape and demonstrating political astuteness across business structures and networks.

What you'll bring to the role:

- Implement global category strategy at local level OR implement sourcing business plan for area of responsibility; directly deploys global category strategy at site level.
- Strategy / Category management / Supplier management / Project management/Operational Excellence. Understanding the Novartis Strategy, with profound commercial & technical skills as well as solid procurement knowledge.
- Creating Procurement vision based on insights into procurement leading practices and experience in strategy development. Linking Procurement strategy to Novartis' overall strategy and conveying it clearly to the organization.
- Understanding of the value chain with direct influence into the total cost of ownership and cost modelling and Expertise in Corporate and Commercial Categories. Understanding the respective category market levers, trends and main players as well as internal processes.
- Leadership / Collaboration Excellent interpersonal skills, highly collaborative, a good communicator, ability to listen and to motivate people. Strong influencer in decision-making process within and outside of procurement. Courageous, self-aware and comfortable with "debate", always looking for the best solution.
- Change management / Communication, Communicating clearly in writing and verbally. Conveying messages to stakeholders at different level, engaging and convincing stakeholders. Experience in applying systematic change management methods to facilitate change.

Desirable Requirements:

- University/Advanced degree is required, Master's degree in fields such as business administration, finance, computer science or technical field is preferred
- 8+ years of experience working in large international company and 5+ years of relevant business experience. Hands on to Procurement operations, project management and operational excellence.
- Experience with Contract management tools, eSourcing tools (e.g SAP Ariba) and ERP requisition tools and reporting & analytical tools (SAP BW, Power BI, MS Access and MS Excel). Knowledge in Pharma companies or Consumer, preferable

## 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>

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>.

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.*

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

**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

Alternative Location 1

INSURGENTES, Mexico

Alternative Location 2

Prague, Czech Republic

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

## 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.

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Job ID

REQ-10034335

## Operational Excellence Lead - HQ, Corporate and Commercial

[Apply to Job](#)

---

**Source URL:** <https://www.adacap.com/careers/career-search/job/details/req-10034335-operational-excellence-lead-hq-corporate-and-commercial>

### List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/careers/benefits-rewards>
3. <https://talentnetwork.novartis.com/network>
4. <https://www.novartis.com/about/strategy/people-and-culture>
5. <https://talentnetwork.novartis.com/network>

6. <https://www.novartis.com/careers/benefits-rewards>
7. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Hyderabad-Office/Operational-Excellence-Lead---HQ--Corporate-and-Commercial\\_REQ-10034335](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hyderabad-Office/Operational-Excellence-Lead---HQ--Corporate-and-Commercial_REQ-10034335)
8. <mailto:diversityandincl.india@novartis.com>
9. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Hyderabad-Office/Operational-Excellence-Lead---HQ--Corporate-and-Commercial\\_REQ-10034335](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hyderabad-Office/Operational-Excellence-Lead---HQ--Corporate-and-Commercial_REQ-10034335)