NOVARTIS

Clinical Sourcing Manager, R&D

Job ID
REQ-10012592
Jul 02, 2024
India

Resumen

-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 stakeholders, as well as non-sourcing projects such as demand management and process improvement.

About the Role

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The Associate Clinical Sourcing Manager generates, negotiates and executes contracts to support the utilization of clinical Contract Research Organizations (CROs) for Novartis Clinical Trials. Assuring the business of a compliant, high quality, timely and cost-effective external service delivery to support the Novartis drug development pipeline. The Associate Clinical Sourcing Manager also participates in projects and initiatives to ensure Clinical Contracting & Outsourcing Management is prepared to successfully respond to the changing needs and requirements (legal, operational, regulatory, and financial) of our customers.

Key Responsibilities:

- Prepare and release RFI, RFP and RFQs and negotiate with existing and new suppliers to support business for new requests as well as re-negotiating scope changes.
- Act as the main point of contact with vendors for negotiation of the scope of work, study assumptions, pricing, and payment schedules.
- Negotiate, develop, and implement contract frameworks including MSA's & SLA with key suppliers and ensure full implementation.
- Ensure agreements are commercial advantageous to Novartis while minimizing risk through close collaboration with functional partners such as legal, finance, and QA.
- Drive annual efficiency improvements in applicable spend categories and responsible for complete contract packages for clinical ESP activities. Secure all necessary approvals to ensure compliance to SOX and company procedures.
- Contribute to vendor audit requests and facilitate corrective action plans. Ensure ESPs are delivering in line with expectations and contracts.
- Planning, prioritizing and managing projects taking into account priorities, resources, budgets, issues and constraints to achieve desired results; defining clear project scope and objectives; applying software and tools to plan, track and report status.
- Achieving results by proactively building long-term, balanced and effective relationships, understanding the collaborator landscape and demonstrating political astuteness across business structures and

networks.

Essential Requirements:

- Detailed understanding of the clinical development process and robust understanding of the management of clinical trials. Excellent influencing and negotiating skills.
- Solid understanding of contractual legal terms and conditions and excellent understanding of the Clinical CRO marketplace including central laboratories, reference laboratories and specialty providers
- Experience in financial understanding as it relates to clinical trial contracts and cost elements
- Analyzing specifications for optimization. Linking specification to customer value, challenging specification confidently. Conveying messages clearly and convincing stakeholders.
- Analyzing problems, considering and profiling alternatives; willingness to make timely, balanced recommendations and business decisions.

Desirable Requirements:

- University/Advanced degree is required, Lifesciences/Chemistry / Biochemistry or Pharmaceutical sciences is required (Added advantage – Min B2 certification is required in French / Italian language).
- 5+ years of Clinical Development / Pharma R&D / Procurement & Outsourcing within the Pharma or CRO industry is required .

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:

Novartis is 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

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Operations
Business Unit
CTS
Ubicación
India
Sitio
Hyderabad (Office)
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Obtención
Job Type
Full time
Employment Type
Regular
Shift Work
No
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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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