

# Regional Category Manager General

Job ID  
REQ-10031650  
Feb 26, 2025  
India

## Resumen

-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 : Regional Category Manager General

Location – Hyd-India #LI Hybrid

About the role :

The Regional Category Manager – General plans and leads all strategic aspects within the category of Indirect, across divisions, on a regional level and develops proposals for strategic business decisions. The role provides high value procurement solutions to the business and category strategies; support third party vendor selection, vendor development, technology management and performance measurement activities. The Regional Category Manager-Indirect ensures outstanding delivery of external services and products in the agreed Indirect categories to support projects and to realize year-on-year efficiency improvements, cost savings, and process improvements in close collaboration with the partners in the business.

Your responsibilities include but are not limited to

- Implement category strategic goals from overall Procurement strategy / Ecosystem management and planning, coordinating 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.
- Mapping the value chain, analyzing it and deriving potential scenarios. Includes the understanding and application of total cost of ownership and should cost modelling.
- 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.
- Demand management - Responsible to ensure the right balance between business needs and Novartis' strategy. Accountable to work with partners to identify the most efficient ways to deliver business objectives.
- 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.

- Maintaining and updating Procurement applications accordingly to the Procurement content (e.g. e-catalogs, user portal). Continuous improvement of procurement content and automation.
- Support definition and implementation of Procurement tools and processes. Hands on to Sourcing and supplier relationships management Driving 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.

What you'll bring to the role:

- Strategy / Category management / Supplier management / Project management Understanding Procurement vision based on insights into procurement leading practices. Linking Procurement strategy to Novartis' overall strategy and conveying it clearly to the organization.
- Expertise in Indirect Services procurement categories (External Workforce, Professional Services, HR Services, IT services). Understanding the respective category market levers, trends and main players as well as internal processes
- Compliance & risk management: understanding the critical metrics, processes and supporting reports to determine appropriate compliance level. Supervising end-to-end compliance (budget, payment, vendor PO, contract invoice, buying channel, etc.
- Advanced experience in building long-term, sustainable and effective relationships, understanding the partner landscape and demonstrating political astuteness across business structures and networks.
- Communicating clearly in writing and verbally. Conveying messages to partners at different level, engaging and convincing partners.
- Embracing and shaping change as well as knowledge how to overcome challenges. Applying systematic change management methods to facilitate change
- Successful project execution by providing all external solutions in time / at the required quality / within budget as verified by the business. Strong preference for CIPS or CCW similar professional qualification

Desirable Requirements:

- University/Advanced degree in Business Administration/Economics/Engineering is required and master's degree/other advanced degree in the supply chain management, business administration or similar is preferred.
- Preferably > 10 years of experience in Procurement or other related experience within the pharmaceutical industry, preferably in category management, supplier management, or related area, with a focus in the Indirect categories (Fleet, External Workforce, Professional Services, HR services, IT services) domain.

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>

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**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>

División

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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