

# Clinical Sourcing Manager - Medical Affairs

Job ID  
REQ-10031651  
Dec 15, 2024  
India

## Summary

-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

Position Title : Clinical Sourcing Manager - Medical Affairs

Location – Hyderabad #LI Hybrid

About the role :

- 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.
- 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.

## Your responsibilities include, but not limited to:

- Act as the main point of contact with vendors for negotiation of the scope of work, study assumptions, pricing, and payment schedules.
- Ensure agreements are commercial advantageous to Novartis while minimizing risk through close collaboration with functional partners such as legal, finance, and QA.
- Ensure ESP selection is based on current category strategy, valuable services, cost avoidance and savings opportunities. Delivering a robust implementation to improve value and drive spend/contract compliance - to also include ongoing monitoring and reduction of maverick spend
- 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.
- Chip in to vendor audit requests and facilitate corrective action plans. Ensure ESPs are delivering in line with expectations and contracts.

## What you'll bring to the role:

- IMPACT - Chips in to specific projects for a category of spend and implementing the global service and category strategy. Financial impact in terms of savings generation 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 hands on to Clinical CRO marketplace including central laboratories, reference laboratories and specialty providers
- Solid 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 partners. Able to identify proactively and pursue new insights and opportunities, acting as an innovation agent and modifying approach and behaviors as vital to create customer value.
- Planning, organizing and leading 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, sustainable and effective relationships, understanding the partner landscape and demonstrating political astuteness across business structures and networks.
- Key skills required: Understanding or Hands-on experience in contracting/ budgets/ forecast /procurement knowledge etc. – 40% Customer management & communication – 50% Flexibility to un/learn, negotiations & team player – 10% and Clinical trial knowledge is a plus

## Desirable:

- Master's Degree/other advanced degree in the area of science, business or related field is preferred; an MBA in addition would be an advantage (Lifesciences/Chemistry / Biochemistry or Pharmaceutical sciences is required).
- Solid understanding of the Comparators market with minimum of 9 years' experience in Clinical Development / Pharma R&D / Procurement and outsourcing within the Pharma or CRO industry.

## Why Novartis?

236 million lives were touched by Novartis medicines in 2022, and while we're proud of this, we know there is so much more we could do to help improve and extend people's lives.

We believe new insights, perspectives and ground-breaking solutions can be found at the intersection of medical science and digital innovation. That a diverse, equitable and inclusive environment inspires new ways of working.

We believe our potential can thrive and grow in an unbossed culture underpinned by integrity, curiosity and flexibility. And we can reinvent what's possible, when we collaborate with courage to aggressively and ambitiously tackle the world's toughest medical challenges. Because the greatest risk in life, is the risk of never trying!

Imagine what you could do here at Novartis!

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your contact information. Please include the job requisition number in your message.

**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>

**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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Division

Operations

Business Unit

CTS

Location

India

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Procurement

Job Type

Full time

Employment Type

Regular

Shift Work

No

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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.

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