

# Category Manager - Raw Materials

Job ID

REQ-10055369

Jun 27, 2025

India

## Summary

As a Category Manager – Raw Materials, you will lead the strategic sourcing and category management activities for raw materials used in pharmaceutical manufacturing. You will be responsible for developing category strategies, managing supplier relationships, and driving value through innovation, risk mitigation, and cost optimization. This role requires strong collaboration with global and regional stakeholders to ensure alignment with business objectives and compliance requirements.

## About the Role

### Major accountabilities:

- Develop and implement global and regional category strategies for raw materials.
- Lead cross-functional sourcing initiatives and manage end-to-end procurement processes.
- Accountable for the spend approx. \$120 Million
- Detailed analysis of the spend and align with the stakeholders
- Handle the escalations with suppliers and ensure business continuity.
- Identify and qualify suppliers, negotiate contracts, and manage supplier performance.
- Collaborate with internal stakeholders including Quality, Regulatory, Technical Operations, and Finance.
- Drive continuous improvement, innovation, and sustainability initiatives within the category.
- Monitor market trends, supply risks, and develop mitigation strategies.
- Ensure compliance with internal policies, external regulations, and ethical standards.
- Utilize digital tools and analytics to support data-driven decision-making.

## Qualifications:

- Bachelor's degree in Supply Chain, Engineering, Chemistry, or related field; advanced degree preferred.
- 8+ years of experience in strategic sourcing or category management, preferably in the pharmaceutical or chemical industry.
- Strong leadership, negotiation, and stakeholder management skills.
- Proficiency in sourcing tools (e.g., SAP Ariba) and data analytics.
- Experience working in a global matrix organization.
- Knowledge of regulatory and quality requirements in pharmaceutical sourcing is a plus.

## Why Novartis?

Join a purpose-driven organization where your work directly impacts global health. At Novartis, we empower our people to reimagine medicine and shape the future of healthcare through innovation, collaboration, and

integrity.

**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

Innovative Medicines

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

[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-10055369

## Category Manager - Raw Materials

[Apply to Job](#)

---

**Source URL:** <https://prod1.id.novartis.com/id-en/careers/career-search/job/details/req-10055369-category-manager-raw-materials>

### List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Hyderabad-Office/Category-Manager---Raw-Materials\\_REQ-10055369](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hyderabad-Office/Category-Manager---Raw-Materials_REQ-10055369)
5. <mailto:diversityandincl.india@novartis.com>
6. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Hyderabad-Office/Category-Manager---Raw-Materials\\_REQ-10055369](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hyderabad-Office/Category-Manager---Raw-Materials_REQ-10055369)