Head Vendor Alliance - Central Lab & Ancillary Supplies

Job ID
REQ-10045893

4月 02, 2025

USA

摘要

The Head Vendor Alliance (HVA), Central Lab & Ancillary Supplies is responsible for ensuring excellence in vendor service delivery through collaboration with internal and external partners. Working closely with Vendor Program Strategy Directors (VPSD), the HVA defines effective vendor strategies, proactively reduces risks, and leads multidisciplinary External Relationship Management Teams to ensure best-in-class service delivery and accelerate study timelines. The HVA establishes strategic vendor alliances, manages vendor performance and compliance, and acts as a business partner to country organizations, addressing region-specific vendor issues, risks, and projects to improve site and patient experiences.

About the Role

ACCOUNTABILITIES

- Collaborates with VPSD to define and implement global and local vendor strategies,

optimizing service delivery and reducing costs.
- Manages vendor footprint and ensures strategic selection and qualification of preferred vendors to address service gaps and support local vendor involvement.
- Provides category expertise to support local vendor issue resolutions, standardizing service delivery, and accelerating study start-up cycle times.
- Proactively identifies and mitigates vendor and service risks, driving continuous improvement and alignment with GCO-funded studies and enterprise goals.

- Leads multiple cross-functional teams, each with a unique service area (e.g., full outsourcing, recruitment/retention, and functional service provider) **OR** (central laboratories, biomarkers, ancillary supplies) to manage vendor services, optimize delivery, and drive innovation and improvements.
- Ensures alignment with Novartis goals and senior leaders, significantly interacting with internal and external stakeholders to enhance communication and partnership.

- Accountable for vendor performance across global vendors, ensuring high-quality services, proactive risk management, and continuous improvement aligned with Novartis goals.

REQUIREMENTS

- 10+ years relevant industry experience (BioPharma or with a clinical research organization) including expertise in clinical operations, management of outsourced trial activities or vendor management accountabilities.
- Significant background in vendor and outsourcing management with preference for extensive experience within large CRO's and/or large-scale laboratories
- Experience managing large, multi-service vendor partnerships for Pharmaceutical companies or laboratories
- Exposure to working in highly visible, senior / executive level leaderships - background in Business Development along with outsourcing management combined with expertise of clinical development operations
- Excellent understanding of clinical trial methodology, GCP and medical terminology.
- Thorough understanding of clinical research and development including, quality & regulatory standards and policies relevant to defined services.
- Management of virtual teams. Demonstrated ability to lead teams and build capabilities.
- Able to lead diverse service types (outsourced trial services, recruitment services, M&A implementation)
- Demonstrated ability of completing projects on time and within budget.

- Extensive organizational awareness, including significant experience working cross-functionally and in global teams Thorough understanding of contracts (including basic legal understanding of terms and conditions).
- Profound knowledge in finance (understanding of cost drivers for clinical trials) as it relates to contracts and cost reductions.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between: $204,400 and $379,600/year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market
may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level,

knowledge, skills, and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

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

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are 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 application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

部门
Development

Business Unit
Innovative Medicines

地点
USA

状态
New Jersey

站点
East Hanover

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area
Research & Development

Job Type
Full time

Employment Type
Regular

Shift Work
No

Apply to Job

Job ID
REQ-10045893

Head Vendor Alliance - Central Lab & Ancillary Supplies

Apply to Job

Source URL:
https://www.novartis.com.cn/careers/career-search/job/details/req-10045893-head-vendor-alliance-central-lab-ancillary-supplies

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. mailto:us.reasonableaccommodations@novartis.com
5. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/East-Hanover/Head-Vendor-Alliance---Central-Lab---Ancillary-SuppliesREQ-10045893-1
6. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/East-Hanover/Head-Vendor-Alliance---Central-Lab---Ancillary-SuppliesREQ-10045893-1