

Vendor Program Strategy Director - Global Clinical Operations

Job ID

REQ-10088119

Sep 17, 2026

LOC_ES

About the Role

Working closely with Clinical Operations Program Heads, Vendor Alliance Leads, Procurement, Trial Vendor Managers, and other key stakeholders, you will align vendor needs across programs, anticipate demand and risk, drive key timely vendor program-related decisions, and support delivery of program objectives.

Key Responsibilities

- Serve as the vendor program-level business partner for vendor strategy across the clinical program lifecycle, from early concept and protocol planning through program closeout.
- Partner with Clinical Operations Program Heads, Vendor Alliance Leads, Procurement, clinical teams, and other key stakeholders to align portfolio program needs with vendor category supplier capabilities and strategies.
- Lead the development and execution of master vendor strategies, including vendor identification, early pricing assessments, selection, and risk mitigation, while optimizing operational and bundling efficiencies.
- Maintain a program-level perspective on vendor delivery, performance, and risk across clinical trials, driving efficiencies and promoting best practices through data-driven insights and lessons learned.
- Enable early vendor engagement from concept and protocol development through feasibility, including high-level service requirements and preliminary pricing inputs to support effective frontloading and study planning.
- Drive program-level productivity, operational efficiency, and value realization by identifying opportunities across studies and supporting the tracking and reporting of agreed benefits.
- Provide strategic direction and program context to Trial Vendor Managers and Vendor Start-up Managers, supporting consistent execution of the program vendor strategy without replacing study-level operational ownership.

Essential Requirements

- Advanced degree in a scientific or business discipline, or equivalent industry experience.
- Significant clinical development and clinical operations experience, including strategic leadership of outsourced trial activities and cross-study vendor planning.
- Strong critical thinking and analytical capabilities, with the ability to assess complex challenges and translate strategy into effective action.
- Strategic mindset with demonstrated success leading complex programs and cross-functional initiatives in a global environment.
- Experience leading through change and transformation, fostering collaboration, resilience, and positive outcomes across diverse stakeholder groups.
- Strong understanding of clinical trial methodology, Good Clinical Practice, vendor services, and applicable quality and regulatory requirements.
- Excellent stakeholder management, communication, and influencing skills, with a track record of building productive internal and external partnerships.

Desirable Requirements

- Strong operational background with experience supporting clinical development within Oncology, Immunology, Neuroscience, Cardiovascular, Renal and Metabolic diseases.
- Experience shaping program-level vendor strategies and cross-functional ways of working across global, multi-country clinical development programs.

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 74,200.00 - 137,800.00 EUR Annual

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity and Inclusion / EEO

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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> Commitment to Diversity and Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Role Requirements

Primary location salary range

€74,200.00 - €137,800.00

Division

DIV_GD

Business Unit

Development

Location

LOC_ES

Site

Barcelona Gran Vía

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Functional Area

FCT_RD

Job Type

Full time

Employment Type

Regular

Shift Work

No

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