

# Manager - PMR & Data Acquisition Central Hub

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REQ-10076056  
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## Сводка

The Manager - PMR & Data Acquisition Central Hub is responsible for assessing the business need and acquisition of primary and secondary data for International markets. The role sits within a highly cross-functional environment and supports International priorities by enabling compliant, efficient, transparent, and value-driven assessment and acquisition of market insights across regions and countries.

This role combines process ownership, operational execution, stakeholder management, governance, and continuous improvement. The Manager ensures that requests are assessed consistently, tracked through the appropriate governance process, and executed in alignment with market insights strategy, procurement standards, financial controls, and business priorities. The role also drives simplification, automation, data quality, and reporting improvements to strengthen centralized governance and improve user experience.

## About the Role

### Manager - PMR & Data Acquisition Central Hub

**Location:** Hyderabad

#LI-Hybrid

### About the role

Join our Commercial/Insights organization to help ensure market insights data is sourced efficiently, transparently, and compliantly across international markets. You will connect business teams with procurement and vendors, streamline intake-to-purchase workflows, and improve governance and data asset reuse.

### Key Responsibilities

#### Assess market insights purchasing requests

- Own or coordinate the assessment of incoming requests.
- Review requests to determine if data already exists internally, request aligns with International data strategy, brand and market priorities or there are opportunities for reuse, consolidation, standardization, or Artificial Intelligence could be leveraged instead
- Support decision-making with clear documentation, rationale, and governance discipline.

#### Stakeholder management

- Act as a key operational interface across country and regional teams, Therapeutic Area and Insights teams, Procurement, Finance, external vendors.
- Build trusted working relationships and ensure stakeholders understand process requirements, timelines, and governance expectations.
- Support adoption of centralized assessment and acquisition by educating stakeholders on benefits, process steps, and compliance expectations.

#### Process ownership

- Own and manage the centralized assessment and acquisition process and tools.
- Oversee the operational workflow, supporting tools, and dashboards used for process performance monitoring.
- Ensure the process is embedded into relevant business processes and governance forums across International.
- Maintain a structured, auditable, and transparent operating model

#### Operations & governance cadence

- Manage request tracking and support regular governance forums and operational review cadence.
- Maintain clear visibility of pipeline, status, bottlenecks, approvals, and key actions.
- Support weekly or recurring governance discussions to ensure timely progression of requests and issue resolution.
- Reinforce governance compliance and escalate risks, delays, or process deviations where needed.

#### Procurement & vendor coordination

- Partner closely with Procurement and business requestors to support purchasing process.
- Collaborate with approved global and local vendors
- Help ensure activities are compliant with procurement and governance expectations.

#### Data quality, controls & inventory management

- Establish and execute quality controls to ensure high-quality request, vendor, and purchasing data.
- Collaborate with relevant stakeholders to maintain accurate inventories of purchased data assets and associated documentation.
- Support centralization of inventories and associated fact sheets in the appropriate repository.

#### Requirements

- 8-12 years of relevant experience, aligned to a Manager-level role.
- Pharma expertise with good understanding of international commercial pharma setups, enabling effective translation of functional expertise into market-relevant strategies.
- Strong understanding of generally used commercial databases in the Pharma industry with prior exposure and working familiarity with Primary and Secondary data

- Experience in in customer engagement with proven track record operating across diverse international markets, with a good understanding of local dynamics and commercial needs.
- Prior exposure to data purchasing, market research procurement, vendor management, or centralized service operations is strongly preferred.
- Experience partnering with Procurement, Finance, business teams, and external vendors.
- Experience with dashboards, reporting, workflow tools, and automation platforms is desirable.
- AI Integration in Daily Work: Proficient in using Generative AI tools (e.g., Microsoft Copilot, AI Agents) to automate tasks, improve efficiency, and support decision-making across commercial operations

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Дивизион

International

Business Unit

Marketing

Место

Индия

Сайт

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Маркетинг

Job Type

Full time

Employment Type

Regular

Shift Work

No

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

### 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.

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