

# Global IT Category- AI Transformation Manager

Job ID

REQ-10072568

Feb 26, 2026

LOC\_IN

## About the Role

## Key Responsibilities

- Define and execute the global IT Category strategy and roadmap for AI-related demand across services, software, and infrastructure.
- Translate business and technology AI needs into sourcing plans, pipeline prioritization, and category initiatives aligned to enterprise AI adoption.
- Lead end-to-end sourcing activities (market analysis, RFI RFP, evaluation, award recommendation, contracting, and supplier transition).
- Evaluate AI solutions and supplier capabilities in collaboration with IT architecture, security, data and analytics, and key business stakeholders.
- Establish and operationalize AI-related contracting and commercial models, including value-based and consumption-based approaches where applicable.
- Build and manage strategic supplier relationships, influence supplier ecosystems, and drive innovation and continuous improvement.
- Lead commercial negotiations and ensure robust contract governance, performance management, and compliance with internal policies.
- Drive cost optimization, value realization tracking, and financial governance for AI-related spend within the IT category.
- Embed governance and risk controls for AI sourcing, partnering with Legal, Risk, Security, and Compliance to ensure responsible supplier engagement.

## Minimum Qualifications

### Education

- Bachelor's degree in Engineering, Computer Science, Information Technology, Business, Supply Chain, or related field (required).
- MBA or post-graduate qualification in Supply Chain, Procurement, or Strategy (preferred).

### Experience

- 10 to 14 years of experience in global IT procurement, strategic sourcing, or category management, with proven delivery in matrix and cross-cultural environments and senior stakeholder engagement.
- 3+ years leading sourcing or commercial initiatives across AI, GenAI, data and analytics, automation, or emerging technology categories, partnering effectively with technical teams to assess enterprise fit.
- Demonstrated depth across IT sub-categories including software, IT services, and infrastructure, with exposure to cloud and managed services preferred.
- Strong category management capability spanning strategy and roadmaps, demand management, supplier segmentation, sourcing governance, and end-to-end sourcing execution.
- Proven strength in commercial and supplier leadership, including AI contracting constructs, pricing and value levers (outcome and consumption models), negotiation, and supplier performance governance (KPIs, SLAs, QBRs).

## Role Requirements

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Division

DIV\_TO

Business Unit

Purchasing & Sourcing

Location

LOC\_IN

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

FCT\_PR

Job Type

Full time

Employment Type

Regular

Shift Work

No

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