

## Global Strategic Partnerships Lead, ASCEND

Job ID  
REQ-10023376

10月 03, 2024

India

### 摘要

When we put our heads together, we can do brilliant work. And when we do brilliant work, we can achieve remarkable things for patients as we positively transform healthcare. We are looking for a Global Strategic Partnerships Lead ASCEND to join our global team.

As the Global Strategic Partnership Lead for ASCEND (AI and System Collaboration to ENable Development) in Development, you will assume a leadership role to drive, manage, and cultivate strategic alliances and partnerships related to the development of pharmaceutical drugs. Your primary objective will be to ensure effective collaboration between our development organization and external partners, accelerating the drug development process and achieving successful outcomes, while identifying and integrating innovation.

As a senior leader, you will be responsible for leading cross-functional teams to identify, prioritize and optimize partnerships as well as managing vendor relationships. Your role will involve developing and negotiating agreements, as well as overseeing existing partnerships, with a focus on strategic allocation across the portfolio to eliminate redundant efforts, increase collaboration, and integrating innovation - applying a P&L mindset to ultimately increasing the speed of our processes and achieving cost savings.

We will hire this role in Hyderabad, Barcelona, London or Dublin in hybrid working model with the expectation of 12 days/month in the office.

## About the Role

Your responsibilities will include;

- Define, drive and oversee the implementation of a comprehensive alliance strategy that aligns with the company's drug development goals and objectives
- Identify and thoroughly evaluate potential alliance partners considering their capabilities, development of unique or innovative offerings, track record, and cultural fit
- Lead negotiations with potential partners, ensuring the establishment of clear agreements on roles, responsibilities, intellectual property, data sharing, and financial terms
- Facilitate collaborative planning sessions with senior stakeholders across the entire development organization and alliance partners to align on project timelines, milestones, and deliverables
- Foster and cultivate strong relationships with alliance partners, acting as the primary point of contact and effectively managing complex collaboration issues, identifying potential risks and issues and proactively developing mitigation strategies
- Establish mechanisms for efficient and secure sharing of data, knowledge, and best practices with alliance partners, while ensuring full compliance with relevant legal and regulatory requirements
- Establish robust governance structures to ensure fulfilment of contractual obligations
- Act as a strategic champion of managed alliances, facilitating executive exchanges, influencing alliance strategy, and support or drive re-negotiations
- Monitor the performance of alliance partnerships, track key performance indicators, and provide regular reports and updates to stakeholders.

## Minimum requirements

- Advanced degree in Life Sciences, Pharmaceutical Sciences, or a related field. A Ph.D. or MBA is preferred
- At least 15+ years of progressive experience in the pharmaceutical industry, including drug development, or related areas
- Substantive experience in alliance management or partnership development, or project management.
- Strong track record in leading large-scale transformations.
- Excellent negotiation, contract management, and relationship-building skills.
- Executive level communication and presentation abilities, with the ability to effectively communicate to diverse stakeholders.
- Collaborative mindset and ability to work cross-functionally with internal teams and external partners to integrate innovative approaches.
- Analytical and problem-solving skills, with the ability to analyze data, interpret results, and make data-driven decisions.
- Excellent written and oral communication skills, with the ability to articulate ideas and promote

the effective partnership agenda, clearly and concisely.

- Familiarity with relevant regulatory guidelines and compliance requirements
- Proficiency in using project management tools, collaboration platforms, and data-sharing platforms
- Significant tenure in consulting industry desirable

Why Novartis? Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

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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>

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部门

Development

Business Unit

Innovative Medicines

地点  
India

站点  
Hyderabad (Office)

Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Alternative Location 1  
Barcelona Gran V í a, Spain

Alternative Location 2  
Dublin (Novartis Corporate Center (NOCC)), Ireland

Alternative Location 3  
London (The Westworks), United Kingdom

Functional Area  
Research & Development

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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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.

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