Associate Director External Partner Manager

Job ID
REQ-10047711

4月 11, 2025

USA

摘要

This position will be located at the East Hanover site and will not have the ability to be located remotely.
#LI-Onsite

About the role:
Join us in reimagining Cell and Gene Therapies and advancing scientific breakthroughs for patients with unmet medical needs. At the forefront of delivering groundbreaking C&G Therapies, Novartis is relying on a global network of essential & strategic partnerships to support Technical R&D and CMC deliverables across our Cell and Gene Therapy pipeline.
As Associate Director External Partner Management, you will be integral part of the global CGT Alliance Management Team having end to end accountability to foster collaboration and deliver on our portfolio with our strategic partners. You will be responsible to drive outsourcing strategy, build relationships and provide leadership across in-and external stakeholders, in-order to ensure project success, operational excellence, compliance, as well as appropriate governance and agreement frameworks. Your contribution will directly impact our mission to provide innovative therapies to patients with life-threatening diseases.

About the Role

Key Responsibilities:

Your responsibilities include, but are not limited to:

- Develops global cross-functional strategic outsourcing vision in close collaboration with other TRD Disciplines and other Novartis functions (e.g. Biomedical Research and Technical Operations)
- Establishes strong, collaborative relationships with key internal and external stakeholders to strategically develop, implement and optimize vendor management processes, tools and policies to achieve performance objectives.
- Establishes, builds and maintains strategic partnerships in the external alliance management space (e.g. academia, contractors, service providers, suppliers, co-development partners) with end-to-end responsibility of activities performed at external parties to ensure scientific and operational excellence to deliver high productivity, quality and cost effectiveness in close collaboration with functional disciplines and program management.
- Direct accountability for external CDMOs with an estimated overall spend of 10Mio+ USD per year
- Manages, contributes and oversees all legal and contractual aspects related to alliance management within CGT in close collaboration with EPM (TRD External Partner Management Network), Procurement, Quality, Legal, IP, and CGT disciplines.
- Ensures fully compliant processes and execution within our quality systems regulations such as but not limited to product quality and compliance, HSE, good logistics practices, security, finance and accounting
- Drives cost and scope negotiations for contract executions with assigned vendors and drives interactions with global business partners, ensuring processes and systems are in place to ensure state-of-the-art productivity, efficiency and reliability including risk mitigation plans
- Responsible for setting up standards and best practices for Vendor selection and over-sight
- Design, align and harmonize processes across 3rd Parties in alignment with Novartis standards
- Leads global cross-functional continuous performance improvement programs on the external operations structure, organization, processes and supporting systems to ensure optimal positioning of the CGT organization towards future trends
- Drives continuous improvement through coaching and mentoring in-order to enable CGT to remain innovative, competitive and compliant: Identifies supports and encourages ideas to improve processes and day to day work.
- Mentor and coach team members encouraging professional growth & development
- Acts as role model for a high challenge, high support culture at Novartis

Essential Requirements:

- Bachelors degree is required. A degree in life sciences (eg biology, chemistry, pharmacy, virology) is preferred; Masters, MBA, PhD is preferred
- A minimum of 6 years of relevant experience in biotech / bio-pharmaceutical industry
- Strong Business acumen and strong understanding of pharmaceutical development
- Proven in-direct, cross-functional leadership and stakeholder management skills

- Demonstrated project management skills
- Excellent communication and negotiation skills in English

Desirable Requirements:

- Prior experience in gene and/or cell therapies are strongly preferred
- Prior experience in alliance/collaboration management of contractors, service providers and business partners is strongly preferred
- Solid experience and understanding of CMC drug development and regulatory requirements preferred
- Knowledge in GxP compliance and data integrity preferred

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between $145,600 and $270,400/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

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