

BD&L Specialist

Job ID
REQ-10045379
Mar 28, 2025
Mexico

Summary

-Support the actions of marketing and/or be part of the Brand Team that designs the strategic plan of Marketing

About the Role

Responsibilities:

- Portfolio analysis. Evaluate opportunities for NVS assets during their Life Cycle (Pre-Launch, Launch, Growth, Maturity, etc.) via external partnerships: BD&L commercial agreements
- Participate during deal making process: Partner assessment, Term sheet negotiation, Contract negotiation and other steps before contract sign-off and Deal Activation.
- Guarantee alignment with Global, Regional and Local guidance and use of management systems to monitor the market.
- Evaluate new agreements possibilities with a third party.
- Accountable of the negotiation cycle, CDA signatures, selection of partners, financial model creation, term sheet and responsible of the follow up of the partner assessment.
- Align Global, regional and local opportunities of new deals.
- Negotiation of main agreements and ensure the signature.
- Evaluate potential early friendly terminations or contractual renegotiations; based on integral assessment of partners performance
- Coordinate friendly terminations, divestments and other global processes under BD&L scope.
- Collaborate with NPP teams for preparing the market, and third parties deal opportunities for launches.
- Guarantee alignment with Global, Regional and Local guidance.

Required Experience:

- Bachelor's degree in life sciences, business, or a related field; an MBA or advanced degree is preferred.
- Experience in external partnerships and management processes
- +1 yrs. combined experience in commercial and finance roles
- Proven experience in cross-functional collaboration (Internal & External)
- Advanced English level

Capabilities:

- Deep / solid understanding of BD&L Accountability & Responsibilities
- Communication and influencing skills
- Excellent analytical and problem-solving skills
- Financial planning and control

- Strategic thinking
- Agile mindset
- Market & Commercial Savvy
- Ability to develop long term relationships with partners and gain their trust and respect;
- Cross functional collaboration; in and out Novartis
- Fluent Spanish and English
- Enterprise and intrapreneur mindset
- Resilience / strong drive to succeed / results-oriented;
- Self-awareness / growth mindset and focus on self-development;

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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Division

International

Business Unit

Innovative Medicines

Location

Mexico

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a tas.mexico@novartis.com y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.

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