

Alliances Manager

Job ID
REQ-10045512
Mar 27, 2025
India

Summary

To enhance the value of Novartis' drug portfolio and out-licensing opportunities via leading and developing external alliance agreements and assisting in closing business deals and contributing in decision making. Value creation by seeking, structuring, negotiating and managing collaborative arrangements with partner companies. Responsible for providing financial and strategic insights, and contributing to long term forecasting and strategic planning.

About the Role

- Key Responsibilities
- Alliance Management: Organize necessary Novartis training programs for Partners immediately post execution of Agreement. Finalize artwork changes in close co-ordination with regulatory teams to reflect Partner details, and ensuring timeline price change implementation
- Work closely with Partners to ensure that their Annual Purchase Commitments and Key Performance Indicators outlined in the Agreement are met. Ensuring that Partners share Purchase Orders within the lead times outlined in the Agreement and subsequently coordinating with Novartis Supply Team for timely delivery
- Undertake necessary negotiations with Partner during the Term of the Agreement on commercial terms and other provisions of the executed Agreement (E.g. P3 Compliance, Pharmacovigilance, Quality, Regulatory obligations, etc.)
- Organize quarterly Joint Steering Committee meetings to review the partnership performance and address any challenges in the partnership and/or promotion & distribution of Novartis products
- Co-ordinate with Novartis Teams (especially Marketing, Medical, Regulatory) to obtain approval for Partner promotional inputs. Undertake spot checks on Partner programs / activities to ensure strict compliance with Novartis policies
- Responsible for internal reporting of partner business performance and outlook – monthly updates, regional tracker and BD&L governance meeting reporting
- Business Development-Market and Company profiling for preparation of a target list of Companies for partnerships. Preparing Request for Proposal (RFP) presentations to invite proposals from Partners; Provide necessary inputs and assumptions to guide Partners in building their business proposals
- Preparing financial business models, scenario building, profitability outlook for Novartis and Partners; Use NPV parameter to support negotiations with Partners for commercial terms. Work closely with Legal Team for preparation of Term Sheets and Commercial Agreements. Help in preparation of the Deal Review presentations. Lead cross-functional teams to facilitate deal execution (e.g. ERC, Quality, Pharmacovigilance, Finance, Taxation, Funds Flow, Trademark, etc.)

- Ability to understand product profile and its USP's against gold standard / pipeline products. Deep understanding of the key value drivers of a deal. Familiarity with financial tools and use them to drive decision making
- Good negotiation skills. Analytical expertise; Well versed with excel modelling and multi-tasking.

Desirable Requirements:

- MBA and/or Science Education preferred. Minimum 2 years of Alliance Management experience. Excellent Oral & Written Communication skills.
- Demonstrates high level of honesty, integrity, and ability to maintain confidentiality. Good business acumen and understanding of the business deliverables
- Excellent ability to collaborate with cross-functional teams & lead teams to achieve project goal

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>

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>

Commitment to Diversity and Inclusion:

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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Division

Finance

Business Unit

Innovative Medicines

Location

India

Site

Mumbai (Head Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
BD&L & Strategic Planning
Job Type
Full time
Employment Type
Regular
Shift Work
No
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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 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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