

Site Partnership Manager

Job ID

REQ-10054844

Jul 28, 2025

Netherlands

Summary

The SSO Site Partnership Manager optimizes the cooperation with selected trial sites, considered key accounts for Novartis with huge potential to significantly contribute to the portfolio execution, aiming to improve performance in clinical studies regarding patient numbers, timelines, data flow and quality and thus establishes Novartis as partner of choice in clinical trials.

About the Role

Major accountabilities:

- Responsible for key account network within the country/extended country group (OPCs & satellite countries)
- Prepares and implements Site Partnership Strategy Plans in cooperation with assigned accounts
- Support feasibility process in close cooperation with the SSO Feasibility Manager
- Support and optimize early site engagement, speed of site initiation readiness as well as achievement of committed patient numbers in the assigned sites
- Responsibility to analyze all information regarding the assigned sites, to oversee all study activities and to survey sites' strengths, areas of improvement and capacities
- Support sites to develop their network with other departments to improve study start-up, patient management and recruitment
- Support negotiation of study fees, contracts, contract templates and master templates as applicable
- Optimize Novartis processes to simplify and speed up study start-up with focus on site set-up
- Communicates knowledge regarding sites and the overarching topics to the organization and informs and advise relevant functions actively (e. g. site selections)

Essential Requirements :

- Degree in scientific or health discipline required and an advanced degree with clinical trial experience and/or project management (preferred)
- Fluent in English and Dutch (written and spoken)
- Minimum 5 years' experience in clinical research in a role that oversees (project management) and/or with monitoring clinical trials
- Capable of leading in a matrix environment, without direct reports
- Understanding of all aspects of clinical drug development with particular emphasis on monitoring and study execution
- Strong project management capabilities with demonstrated ability to problem solve and mediate complex

issues

- Thorough understanding of the international aspects of drug development processes, including strong knowledge of international standards (GCP/ICH), health authorities (FDA/EMA), local/National Health Authorities regulations and Novartis standards
- Demonstrated negotiation and conflict resolution skills both internal and external (site relationships)
- Strong influencing and presentation skills
- Strong communication skills
- Communicates effectively in a local/global matrix environment

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.

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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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>

Division

Development

Business Unit

Innovative Medicines

Location

Netherlands

Site

Amsterdam

Company / Legal Entity

NL08 (FCRS = NL008) Novartis Pharma NL

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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