

# Associate Director, Early Strategic Partnerships

Job ID

REQ-10040635

Apr 07, 2025

Japan

## Summary

This is a newly created position regarding the establishment of a clinical translational research hub.

6500! That's the number of associates in the Novartis Biomedical Research (BR) organization. This division is the innovation engine of Novartis, focusing on powerful new technologies that have the potential to help produce therapeutic breakthroughs for patients. The BR portfolio consists of projects in 7 disease areas using several therapeutic modalities including small molecules, biologics, gene therapy and cell-based therapies.

The BR Early Strategic Partnerships (ESP) team is seeking a dynamic individual to join as an ESP lead in Japan. ESP is part of the BR Academic Partnerships and External Innovation (AP&EI) team, driving BR's targeted outreach, partnering, and search and evaluation efforts in academia globally.

The AP&EI team aims to bring in breakthrough technologies through partnering with leading academic institutions using a versatile collaborative research and education programs. This role will deliver on the Novartis Biomedical Research (BR) vision of accelerating drug discovery through early access to academic innovation. By sourcing transformative early innovation from academic and medical institutions in Japan, this role has a direct impact on the Novartis research and early development pipeline.

In this role, you will join a team of scientists to contribute to the search and evaluation of academic opportunities in alignment with BR's scientific priorities. The scope includes visiting key academic partners in Japan to communicate BR's scientific needs, building strong communication channels, and establishing productive scientific interactions. The major component of the role is working with academic partners such as Technology Transfer offices and faculty to identify appropriate scientific opportunities, assess these with internal stakeholders at BR, and ensure strategically relevant and timely reviews. In addition, you will also work with the team to ensure appropriate collection of data related to outreach and opportunity assessment and maintain databases. You will be an ESP lead between external scientists and BR researchers, connecting people in the context of scientific questions and technologies, and coordinating efforts with other BR divisions. You will be based in Japan, and functionally accountable to the Global Head, Early Strategic Partnerships.

## About the Role

Your main responsibilities will be to:

- Work closely with the Early Strategic Partnerships team and BR's Disease and Functional Areas to understand the ongoing and emerging scientific and technology needs for external collaboration to guide the search and evaluation and partnering efforts in Japan.
- Lead AP&EI's academic outreach in Japan to bring in and assess opportunities that are based on BR's external scientific needs.

- Together with the ESP team and BR scientists, review and assess external opportunities for collaboration and partnering.
- Advance potential research collaborations, strategic partnerships and in-licensing opportunities by implementing proactive outreach strategy that includes networking with academic investigators, roadshows, conferences, mapping of scientific opportunities and long-term relationship building with academic and medical research institutions in Japan.
- Leveraging AP&EI's strategic partnering programs, help create academic partnerships with the goal of connecting BR to the highest value external science.
- Ensure timely follow-up with external and internal partners, and, in some cases, manage collaborations.
- Planning and execution of academic symposium in Japan.
- Attend and present at partnering conferences.
- Help organize scientific forums of various formats ensuring scientific quality and productive dialogue.
- Align with other externally facing functions at Novartis, such as Business Development and Licensing and Country Pharma Organization.
- Maintain the outreach and opportunity tracking databases.
- Use digital and analytical tools for mapping external scientific opportunities.

### **Role Requirements:**

What you will bring to the role:

- Based in Japan.
- Fluent in both Japanese and English languages.
- Ph.D. and / or M.D., in Life Sciences.
- 5+ years of Drug Discovery and/or early development experience.
- Strong understanding of experimental science, translational research and medical applications of research and the critical aspects of drug development.
- Experience in partnering and building new collaborations.
- Deep understanding of the academic and medical ecosystem in Japan.
- Strong networking skills, with experience building partnerships in both academic and industry environments.
- Strong organizational abilities.
- Capability of managing project and deadlines.
- Strong interpersonal skills and ability to establish/maintain effective working relationships with team members and colleagues.
- Strong teamwork and collaboration capabilities.
- Flexibility to manage competing priorities and shift focus as determined by changing needs of a high-paced environment.
- Ability to work independently and as part of a multi-faceted global team.
- Flexibility to accommodate different time zones.

### **Benefits and Rewards:**

- You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. [\*\*novartis-life-handbook.pdf\*\*](#)

### **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.

## 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 [midcareer-r.japan@novartis.com](mailto:midcareer-r.japan@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

**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>

Division

Biomedical Research

Business Unit

Universal Hierarchy Node

Location

Japan

Site

Toranomon (NPKK Head Office)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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