

## Strategic Partner - Corporate

Job ID  
REQ-10018484

6月 30, 2025

China

### 摘要

- Working closely with Head of Strategy to support development of China ' s strategic direc-tion and identification of key strategic priorities
- Lead implementation and landing of key strategic projects and initiatives at Novartis Chi-na level (e.g. cross-TA/ cross- functional business transformation)
- Work closely with cross functional leaders and relevant TA leaders to ensure TA/ func-tion specific efforts are aligned with overall Novartis China direction and priorities
- Engage with relevant internal & external stakeholders to drive growth of Novartis China business and maximize patient access to medicine

### About the Role

#### Major Accountabilities

- Work closely with Head of Strategy to support of Novartis China level growth strategies and

identify relevant strategic priorities, as needed support evaluation of new strategic opportunities with solid business case

- Lead the implementation of key strategic initiatives and projects, with a focus on cross-functional and cross-TA level efforts at Novartis China level, specifically
  - Cascade Novartis China level strategy and initiatives to TA/ function level, tailor to TA/ function specific situations and requirements as needed. This requires in-depth understanding of Novartis China business (customers, products, competitive landscape, emerging trends & policies) and TA specific dynamics
  - Establish close working relationship with TA and functional teams to ensure alignment of Novartis China direction within TA and function
  - Lead cross functional teams and effective project management, engage and involve key internal and external stakeholders as needed
- Engage external various kinds of key stakeholders to understand Novartis China business environment as well as establish key customers relationship to drive insights into growth opportunities and ways to better address customers ' needs.

### Key Performance Indicators

- Achievement of Novartis China overall business KPIs (e.g. sales, # of patients, etc.)
- Evaluation from relevant cross functional collaborators (performance, project delivery, etc.)

### Ideal Background

Education (minimum/desirable):

- University Degree (Science, preferred, Economics)
- MBA is desirable

Languages:

- English & Chinese fluent spoken & written;

Experience:

- Around 10 years of pharmaceutical industry experience
- Significant marketing experience required (minimum: with new product launch experience)
- New Product Development, Strategic Planning or Licensing experience
- Medical Affairs or Sales experience a plus
- OR 4+ years management consulting experience with relevant projects in pharmaceutical industry

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>

部门

International

Business Unit

Innovative Medicines

地点

China

站点

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

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

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



Job ID  
REQ-10018484

## Strategic Partner - Corporate

[Apply to Job](#)

---

### Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10018484-strategic-partner-corporate>

### List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10018484>
5. <mailto:diversityandincl.china@novartis.com>
6. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10018484>