

Partnership Lead (temporary, maternity cover)

Job ID
REQ-10050206

4月 30, 2025

Finland

摘要

Location: Finland, field based.

Novartis is an international renowned pharmaceutical company, specializing in the research, development and marketing of innovative medicines.

We are now looking for a Partnership Lead (temporary position until 28.8.2026) to develop and lead our partnerships.

Our Partnership Team is dedicated to building effective and human-centered healthcare solutions with our partners. We aim to ensure that patients receive the right treatment at the right time by solving common challenges with healthcare professionals, patients and other stakeholders. We are a unique team of service designers and partnership professionals, working closely with our medical and commercial teams to address common challenges in our key therapy areas: neurology, oncology, immunology, and cardiovascular, renal & metabolic.

Are you passionate about solving bottlenecks on patient journeys? Do you enjoy co-creating new ways of working with patients and healthcare professionals? Do you already have experience of implementing new technologies and solutions in healthcare?

Partnership Lead (PL) is responsible for leading partnerships, collecting insights, co-creating and developing ideas, creating concrete solutions and implementing initiatives related to high impact partnerships at country/regional level or selected key accounts. PL collaborates with internal and external stakeholders to improve patient care aligned with therapy area strategies, to streamline patient journeys, while exploring innovative models and solutions to secure that care pathways work optimally.

PL is mostly a customer-facing role with a strong external focus, conducting field activities related to partnership opportunities. The goal is to solve common challenges with the healthcare system: to accelerate time to treatment and secure optimal follow-up, while highlighting Novartis as a trusted partner in prioritized areas by establishing long term partnership commitments with relevant healthcare system stakeholders.

This position reports to the Healthcare Partnership Director.

About the Role

Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Identify opportunities and co-create partnership initiatives with healthcare system stakeholders to address system needs.
- Drive partnership screening and prioritization.
- Project manage new and ongoing partnerships.
- Build strong and effective stakeholder relations to secure Novartis's ambition to stay as the leading company and partner to the healthcare system.
- Develop Key Performance Indicators and monitoring/tracking tools. Analyze KPIs and outcomes to propose solutions for broader implementation.
- Work closely with other customer-facing roles in commercial, medical, and value & access to deepen the understanding of the healthcare ecosystem. Ensure collaboration with local cross-functional teams to secure tactic implementation.
- Ensure all customer engagement activities comply with applicable healthcare regulations and company policies, maintaining the highest ethical standards in healthcare professional interactions.
- Report technical complaints /adverse events /special case scenarios related to Novartis products within 24 hours of receipt.

Minimum Requirements:

- Education: Bachelor's or Master's Degree.
- Min 3-5 years of experience within Partnerships from healthcare.
- Good knowledge of the Finnish healthcare system.
- Proficient Finnish and English, both written and spoken.
- Experience in co-designing with healthcare professionals and patients.
- Knowledge of future healthcare solutions, including digital healthcare applications, AI, Finnish health data possibilities and automation.

- Great communication skills.
- Project management.

Desirable Requirements

- Previous experience with robotic solutions, automation.
- Previous experience with Scrum Master.

Commitment To Diversity & Inclusion:

We are 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 all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in any order to receive more detailed information about essential functions of a position, please send an e-mail to inclusion.finland@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>

部门

International

Business Unit
Innovative Medicines

地点
Finland

站点
Espoo

Company / Legal Entity
FI02 (FCRS = FI002) Novartis Finland Oy

Functional Area
Marketing

Job Type
Full time

Employment Type
Temporary (Fixed Term)

Shift Work
No

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2. <https://www.novartis.com/about/strategy/people-and-culture>
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