

Head of External Partnerships

Job ID
REQ-10062364

11月 17, 2025

United Kingdom

摘要

Office Location: London (The Westworks), United Kingdom

#LI-Hybrid Hybrid (12 days per month on-site if living within 50 miles to our London office)

#LI-Remote Remote (if living beyond 50 miles to our London office)

We are seeking an experienced leader to drive the development and execution of our Regulatory Affairs External Partnerships (RA EPs) strategy. In this pivotal role, you will oversee global strategic partnerships, risk management, analytics, governance, and performance with External Service Providers (ESPs) across all RA functions and country offices. You will shape and deliver a global strategy that transforms our external partnerships, ensuring best-in-class service, innovation, and compliance.

About the Role

Major accountabilities:

- Global Strategic Partnerships: Responsible for managing partnerships, risk, analytics, governance, and projects with External Service Providers (ESPs) to ensure top-tier service delivery.
- Strategy Development: Develops and implements a global Regulatory Affairs (RA) strategy to transform EPs capabilities for maximum impact.
- Performance Optimization: Drives ESPs towards greater independence, automation, and innovation.
- Alliance Management: Accountable for proactive management and risk mitigation to deliver best-in-class services from a streamlined ESPs portfolio.
- Performance Management: Designs and implements a robust performance management ecosystem.
- Trend Identification: Independently tracks industry trends to create a future-ready ESPs environment.
- Governance & Spend Control: Maintains governance and control over external spend, reducing complexity and acting as the single point of contact (SPoC) for key partners.
- Stakeholder Representation: Represents RA needs across senior leadership and cross-functional governance.
- Agreement Negotiation: Leads negotiations and builds a sustainable ESPs portfolio aligned with organizational frameworks.
- Alliance Quality & Compliance: Establishes strategic alliances with ESPs, ensuring quality, compliance, and productivity.

Minimum requirements:

- Fluent in English (oral and written).
- Extensive experience in Regulatory Affairs.
- Strong background in vendor management and procurement.
- Proven people management and team development skills.
- In-depth understanding of the full Regulatory Affairs lifecycle.
- Demonstrated success in innovative resource planning and management for onshore and offshore teams.
- Technology, optimization, and quality oriented.
- Excellent negotiation, conflict resolution, decision-making, problem-solving, communication (written and verbal) and presentation skills.
- Results-driven self-starter with a proactive, transparent, and accountable working style, even under pressure.

Commitment to Diversity & Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse team 's 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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部门

Development

Business Unit

Development

地点

United Kingdom

站点

London (The Westworks)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Alternative Location 1

Home Worker, United Kingdom

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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