

# Commercial Alliances Associate

Job ID REQ-10066135

11月 09, 2025

Australia

## 摘要

Join Novartis as a Commercial Alliance Associate to help unlock portfolio value through high-impact partnerships. You'll support BD&L strategy execution, contribute to structuring and managing external alliances, and provide financial and strategic insights that inform forecasting and planning. In a global, collaborative environment, you'll drive cross-functional project delivery, enhance alliance performance, and proactively manage partnership risks—while upholding our patient-first, compliance-focused standards. This role offers visibility, growth, and the chance to shape commercial outcomes across regions and divisions.

At Novartis, we reimagine medicine to improve and extend people's lives. Join us to enhance the value of our drug portfolio and out-licensing opportunities by leading and developing external alliance agreements, assisting in closing business deals, and contributing to decision-making. This role creates value by seeking, structuring, negotiating, and managing collaborative arrangements with partner companies, while providing financial and strategic insights that inform long-term forecasting and strategic planning.

## About the Role

- Develop and support external alliance agreements to enhance the value of Novartis' drug portfolio and out-licensing opportunities
- Seek, structure, negotiate, and manage collaborative arrangements with partner companies
- Provide financial and strategic insights to inform long-term forecasting and strategic planning
- Assist in executing BD&L strategies and plans to drive portfolio value
- Support business development activities to improve alliance performance and proactively manage partnership risks
- Contribute to BD&L project management to ensure timely, high-quality delivery and crossfunctional alignment
- Report technical complaints, adverse events, and special case scenarios related to Novartis products within 24 hours of receipt
- Manage distribution of marketing samples and collateral where applicable, in line with governance and compliance standards

## Who you are

- Demonstrated functional breadth across business development, finance, and strategic planning
- Proven project management capability, delivering initiatives on time and within scope
- Strong collaboration skills with experience working across boundaries and functions
- · Commercially aware and analytically strong, with a partnership mindset
- Proactive, curious problem-solver who thrives in cross-functional, matrix environments
- Committed to integrity, patient focus, and compliance
- Strong understanding of business intelligence data sources including IQVIA, Nostradata, PBS10%, is desirable.

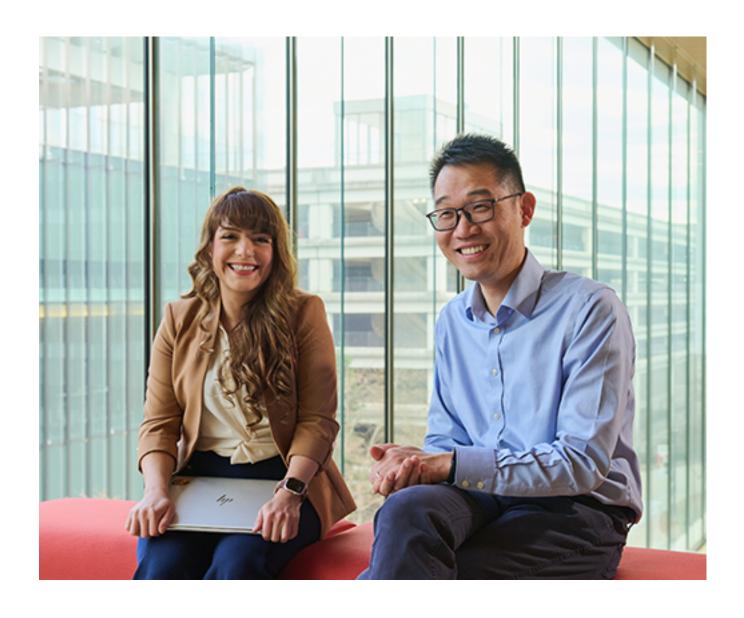
If you're ready to help shape high-impact collaborations and unlock portfolio value, we'd love to hear from you.

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? <a href="https://www.novartis.com/about/strategy/people-and-culture">https://www.novartis.com/about/strategy/people-and-culture</a>

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部门 International
Business Unit Innovative Medicines
地点 Australia
站点 New South Wales (NSW)
Company / Legal Entity AU04 (FCRS = AU004) AU Pharma Pty Ltd
Functional Area BD&L & Strategic Planning
Job Type Full time
Employment Type Regular
Shift Work No
Apply to Job
Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally



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## 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://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/New-South-Wales-NSW/Manager-BD-LREQ-10066135
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