

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 cross-functional 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? <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

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

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



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