

Academic Alliance Manager- Biomedical Research

Job ID
REQ-10068419

12月 10, 2025

USA

摘要

The Alliance Manager plays a central role in driving successful collaborations between internal teams and external partners (academic institutions).

This position ensures that joint programs meet scientific, operational, contractual, and strategic objectives while maintaining strong relationships and clear communication across all stakeholders.

#LI-Hybrid
Location: Cambridge

About the Role

Key Responsibilities:

Alliance Management:

- Serve as the primary point of contact for external partners and internal cross-functional stakeholders.
- Establish and maintain strong, trust-based relationships to ensure smooth collaboration.
- Facilitate governance meetings (Joint Steering Committees, Joint Project Teams) and ensure clear decision-making pathways.
- Track obligations, deliverables, and milestones as defined in collaboration agreements.
- Identify and resolve partnership risks, misalignments, or conflicts proactively.
- Ensure compliance with contractual terms while encouraging scientific openness and operational efficiency. Amend contract terms as required.
- Act as the “voice of partnership health,” assessing collaboration quality and championing best practices.

Strategic & Operational Excellence:

- Drives alliance onboarding.
- Help translate high-level partnership strategy into actionable operational plans.
- Improve alliance management processes, templates, and communication tools.
- Contribute to portfolio planning, partner evaluations, and strategic frameworks.

Essential Requirements:

- Master 's degree in life sciences or related field
- 2+ years of experience in biopharmaceutical R&D, business development, program management, or alliance management.
- Strong understanding of drug development stages and cross-functional workflows.
- Proven ability to manage complex projects with multiple stakeholders.
- Excellent communication, negotiation, and relationship-building skills.
- High level of organization; comfort with ambiguity and fast-paced environments.
- Understanding managing external partnerships (biotech, academic, or CRO).
- Ability to read and interpret key contractual terms.

Desirable Requirements:

- Familiarity with digital tools (Smartsheet, MS Project, MS Power BI, etc.).
- 5+ years of experience in biopharmaceutical R&D, business development, program management, or alliance management.
- PhD

The salary for this position is expected to range between \$132,300 and \$245,700 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

To learn more about the culture, rewards and benefits we offer our people click [here](#).

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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include the job requisition number in your message.

部门

Biomedical Research

Business Unit

Research

地点

USA

状态

Massachusetts

站点

Cambridge (USA)

Company / Legal Entity

U175 (FCRS = US175) Novartis Institutes for BioMedical Research, Inc.

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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