

Commercial Partnership Manager

Job ID
REQ-10075011

5月 28, 2026

Chile

摘要

Accroître la valeur du portefeuille de médicaments de Novartis et les possibilités d'octroi de licences par des accords d'alliance externes, en aidant à conclure des accords commerciaux et en contribuant à la prise de décision. Création de valeur par la recherche, la structuration, la négociation et la gestion d'accords avec des entreprises partenaires. Responsable de fournir des informations financières et stratégiques, et de contribuer aux prévisions à long terme et à la planification stratégique.

About the Role

Major Accountabilities

- Aide à l'exécution des stratégies et des correctives de l'organisation en matière de BD&L.
- Soutenir les activités de développement des entreprises, améliorer les alliances et gérer les risques liés aux partenariats.

-Soutient la gestion des projets BD&L.

-Déclaration des plaintes techniques / événements indésirables / scénarios de cas particuliers liés aux produits Novartis dans les 24 heures suivant leur réception

-Distribution d'échantillons de commercialisation (le cas échéant)

Key Performance Indicators

-Le poste peut comprendre la prise de décision et le travail pour une région ou un niveau local particulier.

-Le rôle peut comporter un certain nombre d'activités pour une division

Work Experience

Étendue fonctionnelle

Gestion de projet

Collaborer par-delà les frontières

Skills

Développement des affaires

Collaboration

Curiosité

Expérience client

Éducation

Finance

Sciences de la vie

Campagnes marketing

Marchandisage

Proactivité

Gestion de projet

Ventes

Compétences de vente

Communication sans fil

Recherche

Évaluation

Scoutisme

Transactions

Language

Anglais

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>

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally.
[Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Finance

地点

Chile

站点

Santiago

Company / Legal Entity

CL01 (FCRS = CL001) Novartis Chile S.A.

Alternative Location 1

Lima (Pharmaceuticals / GDD / CTS), Peru

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

CDI

Shift Work

No

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false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }

```

```

try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }

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List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartis.com/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/fr-FR/NovartisCareers/job/Santiago/Commercial-Partnership-ManagerREQ-10075011-1>
4. <https://novartis.wd3.myworkdayjobs.com/fr-FR/NovartisCareers/job/Santiago/Commercial-Partnership-ManagerREQ-10075011-1>