

Commercial Partnership Manager

Job ID
REQ-10075011

5月 28, 2026

Chile

摘要

Om de waarde van Novartis' drugsportefeuille en out-licensing mogelijkheden te vergroten door externe alliantieovereenkomsten te leiden en te ontwikkelen en te helpen bij het sluiten van zakelijke deals en het bijdragen aan de besluitvorming. Waardecreatie door samenwerkingsovereenkomsten te zoeken, structureren, te onderhandelen en te beheren met partnerbedrijven. Verantwoordelijk voor het leveren van financiële en strategische inzichten en het bijdragen aan langetermijnprognoses en strategische planning.

About the Role

Major Accountabilities

- Assisteren bij de uitvoering van de BD&L strategie en plannen van de organisatie.
- Ondersteuning van Business Development-activiteiten om de waarde van allianties te vergroten en partnerschapsrisico's te beheren.

-Ondersteuning BD&L projectmanagement.

-Melding van technische klachten / bijwerkingen / scenario's voor speciale gevallen met betrekking tot Novartis-producten binnen 24 uur na ontvangst

-Distributie van monsters voor het in de handel brengen (indien van toepassing)

Key Performance Indicators

-De rol kan de besluitvorming ondersteunen en werken voor een bepaalde regio/ lokaal niveau.

-De rol kan een bepaalde reeks activiteiten voor een divisie ondersteunen

Work Experience

Functionele diepgang

Projectmanagement

Grensoverschrijdende samenwerking

Skills

Bedrijfsontwikkeling

Samenwerking

Nieuwsgierigheid

Klantervaring

Onderwijs

Financieren

Levenswetenschappen

Mediacampagnes

Merchandising

Proactiviteit

Projectmanagement

Verkoop

Vaardigheden verkopen

Draadloze communicatie

Zoeken

Evaluatie

Scouting

Transacties

Language

Engels

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

Regelmatig

Shift Work

No

```

var config = { targetId: "kalturaplayer6a197c6b6cd13619478422", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
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"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
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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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/nl-NL/NovartisCareers/job/Santiago/Commercial-Partnership-ManagerREQ-10075011-1>
4. <https://novartis.wd3.myworkdayjobs.com/nl-NL/NovartisCareers/job/Santiago/Commercial-Partnership-ManagerREQ-10075011-1>