

Commercial Partnerships & Alliances Lead

Job ID
REQ-10082536

7月 22, 2026

Canada

Available in: English

摘要

LI-Hybrid
Location: Toronto, Ontario

This role is based in Toronto, Ontario. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

This job posting is for an existing position.

Are you passionate about identifying strategic growth opportunities and building partnerships that create long-term value? As the Commercial Partnerships & Alliances Lead, you will play a critical role in evaluating business development opportunities, supporting strategic alliances, and driving initiatives that strengthen Novartis' future growth.

In this role, you will work closely with local, regional, and global stakeholders to assess market opportunities, generate actionable business insights, and support the execution of partnership and alliance opportunities. This is a unique opportunity to combine strategic thinking, analytics, and cross-

functional collaboration while gaining exposure to senior leaders and high-impact business decisions.

About the Role

Key Responsibilities

- Support the evaluation and execution of Business Development & Licensing (BD&L) and Strategic Alliance opportunities.
- Conduct market assessments, competitive intelligence, and business analyses to identify growth opportunities.
- Develop financial models, business cases, and strategic recommendations to support decision-making.
- Partner with local, regional, and global stakeholders to evaluate potential partnerships and collaborations.
- Manage multiple projects simultaneously, ensuring timely execution and alignment across functions.
- Contribute to alliance management activities and support partnership governance processes.
- Translate complex data and market insights into clear and actionable recommendations for leadership teams.
- Support the progression of opportunities through the Novartis business development process and governance model.

Essential Requirements

- 5-10 years of experience within the pharmaceutical industry across multiple functions.
- Strong analytical capabilities with advanced Excel and market analysis expertise.
- Demonstrated project management experience and ability to manage multiple priorities.
- Strong business acumen with the ability to identify opportunities and address complex challenges.
- Excellent communication, presentation, and stakeholder management skills.
- Proven ability to collaborate effectively in local, regional, and global matrix environments.
- Curiosity, learning agility, and a proactive approach to problem-solving.

Desirable Requirements

- Experience in Business Development, Licensing, Strategic Alliances, Corporate Strategy, Commercial Excellence, or related areas.
- Knowledge of partnership evaluation, negotiation processes, and alliance management frameworks.

Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make

it happen.

Expected Remuneration Range for role:

128,240 - 178,027 CAD

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our [brochure](https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf) to learn more about our global total rewards offering:
<https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>

Note: Benefits and compensation may vary by country and are subject to local legal requirements. A full overview of your compensation package applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

At Novartis Canada, we are determined to be a valued partner and advocate, with a deep understanding of patient needs along the entire care journey - from drug development, to diagnosis, to access and beyond. Part of the way we are doing this is by leveraging data, technology, and partnerships.

Research & Development: we focus on four core therapeutic areas: Cardiovascular, Renal & Metabolic, Immunology, Neuroscience and Oncology. We also develop and deliver treatments through other promoted and established brands, which today are helping millions of patients. Over the last three years, our average annual research and development investment in Canada was over \$30 million, and we conduct clinical trial research in every region throughout Canada.

Commitment to Diversity and Inclusion: Novartis is committed to building outstanding, inclusive work environment and diverse team 's representatives of the patients and communities we serve

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 \(PDF 30 MB\)](#)

部門
International

Business Unit
Marketing

地点
Canada

站点
Toronto

Company / Legal Entity
CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area
BD&L & Strategic Planning

Job Type
Full time

Employment Type

Regular

Shift Work

No

```
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false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
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(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
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false, playlistEvents: false, castEvents: false } }; }
```

```
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thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise.then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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