

Commercial Partnerships & Alliances Lead

Job ID
REQ-10089012

十月 08, 2026

Panama

摘要

#LI-Hybrid
Location: Panama City, Panama

Develop and maintain a business development capability for Global BD&L activities in the country. Participate in identifying and implementing appropriate country business development opportunities that support Novartis' ambition to achieve a leading position worldwide. Develop portfolio gap analyses and competitive intelligence reports in close collaboration with country leaders, and identify return-maximizing opportunities to address portfolio gaps through licensing agreements.

This role is based in Panama City, Panama. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role

Key responsibilities

- Contribute to the execution of country BD&L strategies and plans, ensuring alignment with organizational and strategic priorities.
- Identify and evaluate business development opportunities that enhance the value of alliances and appropriately manage partnership risks.
- Execute opportunity-finding and external-scanning activities, aligning potential targets with the strategic priorities of the portfolio.
- Co-lead due diligence activities, build a strong external network and coordinate partnership evaluations across relevant governance and assessment forums, including SWAT, ITE and DD.
- Support the negotiation and structuring of transactions, including licensing, out-licensing, joint ventures and divestments, and contribute to contract drafting under appropriate supervision.
- Assist with governance processes and ensure that business development opportunities progress through the required review and decision-making stages.
- Support the prioritization and delivery of BD&L projects according to strategic value, portfolio needs, resource availability and expected returns.
- Manage day-to-day project activities, including resource allocation, timeline adherence, cross-functional coordination and internal and external communications.
- Work effectively across matrixed functions to maintain stakeholder alignment and support the successful execution of country-level deals.
- Report technical complaints, adverse events and special-case scenarios related to Novartis products within 24 hours of receipt, and manage the distribution of marketing samples where applicable.

Essential Requirements

- Relevant university degree in business, finance, life sciences, law or a related field; fluent English and local-language proficiency; relevant experience in business development, licensing, alliances, strategy or transactions within the pharmaceutical, biotechnology or healthcare sector.
- Understanding of pharmaceutical business development and licensing processes, including opportunity identification, evaluation, due diligence and governance.
- Experience supporting the negotiation and structuring of licensing agreements, joint ventures, divestments or other strategic transactions.
- Strong analytical capabilities, with the ability to conduct portfolio gap analysis, competitive intelligence and strategic prioritization.

- Sound project-management skills, including resource coordination, timeline management, communication and delivery across multiple workstreams.
- Ability to collaborate and influence effectively across complex, cross-functional and matrixed organizations, as well as with external partners.
- Strong communication, stakeholder-management and relationship-building skills, with the ability to maintain a relevant external network.
- Fluent in Spanish and English.

Commitment to Diversity and Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative 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 \(PDF 30 MB\)](#)

部门
International

Business Unit
Finance

地点
Panama

站点
Panama

Company / Legal Entity

PA13 (FCRS = PA013) Novartis Panama, S.A.

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
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(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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config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
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(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
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config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
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window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =  
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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