

Director, Alliance Management

Job ID

REQ-10083160

Jul 15, 2026

LOC_CN

About the Role

- Ensure proactive management and smooth functioning of Novartis alliances at different development stages, mainly (but not exclusively) with Chinese partners, working closely and collaboratively with partners and internal teams
- Independently manage contract, governance and relationship with partners in your alliances throughout their live cycle (pre-signature, launch, implementation, termination)
- Support other Novartis Alliance Management team members locally during management of highly complex China-based alliance partners – mainly for Chinese alliance partner-facing activities
- Serve as internal champion and source of information regarding deal terms / obligations in your managed alliances. Drive required alliance reportings / documentation and ensure required C&BD approvals, in full compliance with C&BD processes and close alignment with relevant stakeholders
- Understand the strategic and practical goals of your managed alliances, including how it supports corporate goals. Support the project team(s) in delivering these goals, while seeking opportunities to drive value and mitigate risks. Act as a strategic champion of your managed alliances, facilitating executive exchanges, influencing alliance strategy, and support or drive renegotiations
- Manage complex collaboration issues before they become problems: proactive issue identification, mediation and constructive escalation + resolution
- Support the development of alliance skills within the collaboration team, the growing Chinese C&BD organization, and the wider organization. Role model strong alliance behavior, contributing to Novartis' desire to become the preferred company for partnering
- Derive learnings and share best practices across full Alliance Management team re management of Chinese alliance partners. Actively support initiatives and priorities of the Alliance Management function within C&BD

Minimum requirements

- Master Degree (e.g. MSc) / University Diploma or equivalent MBA (preferable), native Chinese speaker, Fluent English
- 10+ years industry experience (strong preference: big pharma and biotech), with exposure to different business areas (e.g. R&D, Commercial, Manufacturing,...) and a very good understanding of the drug development process
- Prior significant experience in working on pharma collaborations working in and/or collaborating with Chinese companies, and >5 years experience in a BD&L function. Prior experience as Alliance Manager and/or ASAP certification (CAAM = Certificate of Achievement in Alliance Management or CSAP = Certified Strategic Alliance Professional) are a plus
- Cross-functional collaboration and conflict management – Demonstrated ability to work cross-functionally, manage complex crises and align interests of multiple stakeholders. Excellent collaboration skills and empathic leadership style
- Project Management – ability to work independently, structure own work and manage complexity. Strategic leadership experience and strong business acumen
- Communication – excellent written and oral communication skills. Proven experience and ability to work in matrix organizations, and to build strong connections and business relationships through virtual interactions. High flexibility to work across multiple time zones (incl. with CH and US-based teams)
- Proven negotiation experience and exposure to contractual work

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_SG

Business Unit

Strategic Planning & BD&L

Location

LOC_CN

Site

Shanghai (Shanghai)

Company / Legal Entity

CN14 (FCRS = CN014) China Novartis Institutes for BioMedical Research Co., Ltd.

Functional Area

FCT_BS

Job Type

Full time

Employment Type

Regular

Shift Work

No

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