

Director- Strategic Partnerships

Job ID
REQ-10011835
Jul 18, 2024
Canada

Summary

Location: Montreal, Toronto #LI-Hybrid Novartis is unable to offer relocation support for this role; please only apply if this location is accessible for you. About the role: In this role, you will lead a team of Strategic Partners across the country responsible for growing the business within Rheumatology and Dermatology, optimizing the patient journey, strengthening Key Accounts' relationships, and materializing innovative partnership opportunities to impact patient care at scale. The role reports directly into the VP of Immunology and will work closely with the Immunology cross-functional team. Permanent position

About the Role

Key Responsibilities:

- Lead SP team to identify, and prioritize Strategic Collaboration/Partnerships by co-creation of mutually beneficial, scalable and sustainable solutions with a focus in the following regions: Quebec, Ontario and Alberta.
- Drive excellence in implementation and measurement of impact of mutually beneficial value proposition/solution for key strategic account on an ongoing basis.
- Support the overall performance of the brand team and launch readiness of future indications through key insights' gathering of the patient journey in prioritized disease areas of the TA.
- A major responsibility is being part of the Immunology leadership team and assisting with making decisions for the TA.
- Lead the team to drive strategic objectives for the account and strategic solutions that are at the intersection of patient journey pain points, brand priorities and health systems barriers. Close collaboration with TA strategy, BEE and V&A.
- Together with your team, identify, design and implement innovative programs/solutions/interventions at the account level that aligns with strategy, are scalable geographically, removes barriers within patient journey and address local issues/opportunities for unmet customer needs.
- Oversee the planning and execution of the x-functional Key Accounts' tactical plans, fostering close collaboration, measuring impact, prioritizing and re-aligning the broader team, as needed, for scalable and sustainable impact.
- Enhance the impact of the Strategic Partners team, providing guidance, coaching and mentoring, building Key Account Management capabilities and embedding KA planning methodology, rigor and mindset

throughout the TA.

Essential Requirements:

- Demonstrated ability to prioritize, measure impact, balancing short-term vs long-term gains.
- Proven ability to forge internal and external partnerships, and develop mutually beneficial relationships with Key Accounts and other patient journey stakeholders.
- Demonstrated people leadership with focus on developing and growing talent to drive experimenting mindset, results, and execution.
- Deep understanding of the Canadian Healthcare Systems and drive to change the landscape of care of Canadians.
- Results-oriented through x-functional teamwork being organizational savvy and influential.

Desirable Requirements:

- 3+ years people manager experience and account management roles.
- 3+ years in marketing/brand management (preferably in highly competitive markets).

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Division

International

Business Unit

Innovative Medicines

Location

Canada

Site

Montreal

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

iframe{ width: 100%; margin-top: 3rem; } @media screen and (max-width: 767px){ iframe{ height: 30vh !important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }

Job ID

REQ-10011835

Director- Strategic Partnerships

[Apply to Job](#)

Source URL: <https://www.adacap.com/careers/career-search/job/details/req-10011835-director-strategic-partnerships>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Montreal/Director--Strategic-Partnerships_REQ-10011835
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Montreal/Director--Strategic-Partnerships_REQ-10011835