

# Manager Alliances

Job ID  
REQ-10019884  
Dec 16, 2024  
India

## Summary

Manage Partnerships in the territory of India to meet collaboration objectives and expand access to Novartis medicines. Work closely with cross functional teams (especially finance, commercial, SCM, regulatory, quality and PV teams) to support Partners in distribution and promotion of Novartis products in compliance with Novartis policies. Assist BD&L in negotiating and structuring the partnership deals.

## About the Role

### Key Requirements:

- **Alliance Management:** Organize necessary Novartis training programs for Partners immediately post execution of Agreement. Finalize artwork changes in close co-ordination with regulatory teams to reflect Partner details, and ensuring timeline price change implementation
- Work closely with Partners to ensure that their Annual Purchase Commitments and Key Performance Indicators outlined in the Agreement are met. Ensuring that Partners share Purchase Orders within the lead times outlined in the Agreement and subsequently coordinating with Novartis Supply Team for timely delivery
- Undertake necessary negotiations with Partner during the Term of the Agreement on commercial terms and other provisions of the executed Agreement (E.g. P3 Compliance, Pharmacovigilance, Quality, Regulatory obligations, etc.)
- Organize quarterly Joint Steering Committee meetings to review the partnership performance and address any challenges in the partnership and/or promotion & distribution of Novartis products
- Co-ordinate with Novartis Teams (especially Marketing, Medical, Regulatory) to obtain approval for Partner promotional inputs. Undertake spot checks on Partner programs / activities to ensure strict compliance with Novartis policies
- Responsible for internal reporting of partner business performance and outlook – monthly updates, regional tracker and BD&L governance meeting reporting
- Business Development-Market and Company profiling for preparation of a target list of Companies for partnerships. Preparing Request for Proposal (RFP) presentations to invite proposals from Partners; Provide necessary inputs and assumptions to guide Partners in building their business proposals
- Preparing financial business models, scenario building, profitability outlook for Novartis and Partners; Use NPV parameter to support negotiations with Partners for commercial terms. Work closely with Legal Team for preparation of Term Sheets and Commercial Agreements. Help in preparation of the Deal Review presentations. Lead cross-functional teams to facilitate deal execution (e.g. ERC, Quality, Pharmacovigilance, Finance, Taxation, Funds Flow, Trademark, etc.)

### Essential Requirements:

- Ability to understand product profile and its USP's against gold standard / pipeline products. Deep understanding of the key value drivers of a deal. Familiarity with financial tools and use them to drive decision making
- Good negotiation skills. Analytical expertise; Well versed with excel modelling and multi-tasking.

### **Desirable Requirements:**

- MBA and/or Science Education preferred. Minimum 2 years of Alliance Management experience. Excellent Oral & Written Communication skills.
- Demonstrates high level of honesty, integrity, and ability to maintain confidentiality. Good business acumen and understanding of the business deliverables
- Excellent ability to collaborate with cross-functional teams & lead teams to achieve project goal

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

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Division

Finance

Business Unit

Innovative Medicines

Location

India

Site

Mumbai (Head Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area  
BD&L & Strategic Planning  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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