

# Strategic Partner-IMMU

Job ID  
REQ-10035356  
Jan 23, 2025  
China

## Summary

- Work closely with Strategy team to drive central strategic priority and landing in relevant TA
- Strategic lead for Prioritized TA to ensure focus and effort on Strategic Brand within the TA
- Engage with relevant internal & external stakeholders to drive growth of strategic in-line prioritized assets in the China market & maximize product therapeutic value to deliver best patient outcomes

## About the Role

### Major accountabilities:

- Work closely with Head of Strategy to coordinate and drive central strategic priority and landing in relevant TA
- Work closely and support Strategic TA Head; as needed, assume responsibility for the evaluation of new strategic opportunities with solid business case.
- Identify and evaluate strategic opportunities & revenue potential for continued future growth. This will include in-depth understanding of the in-line business (customers, product profile, competitive landscape, emerging trends & policies)
- Establish close working relationship / well project management with the assigned TA (marketing, sales, medical, and access) as well as internal cross-functional teams in order to get their inputs timely and include into any strategic evaluation process (i.e. regulatory, finance, manufacturing, pricing and reimbursement, etc.)
- Ensure the alignment of TA Head and Strategy team to address TA specific commercial needs
- Engage external various kinds of key stakeholders to understand TA business environment as well as establish key customers relationship to drive insights into growth opportunities and ways to better address customers' needs.
- Drive Key Strategic Projects (e.g. Broad Access, Innovative Partner Model, LCM, etc.)
- Support and/or interactions for governance forms
- As needed support key strategic initiative that supports China organization (above or beyond TA focus)

### Minimum Requirements:

#### Work Experience:

- University Degree (Science, preferred, Economics), MBA is desirable
- English & Chinese fluent spoken & written
- Around 10 years of pharmaceutical industry experience: Significant marketing experience required (minimum: with new product launch experience); New Product Development, Strategic Planning or Licensing experience; Medical Affairs or Sales experience a plus
- OR 4+ years management consulting experience with relevant projects in pharmaceutical industry

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Division

International

Business Unit

Innovative Medicines

Location

China

Site

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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