

Commercial Partnership Manager

Job ID
REQ-10075011
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Сводка

The Commercial Partnership Manager, is responsible for developing and executing partnership strategies that maximize market value and long-term business impact. The role supports an expanding portfolio of strategic alliances, managing the full contract lifecycle while contributing to financial modeling, audits, and strategic decision-making.

This position partners closely with regional and local stakeholders to identify, evaluate, negotiate, and implement new business opportunities that align with Novartis' in-market strategy.

About the Role

Location: Chile
Hybrid working model

Key responsibilities

- Defining the partnership roadmap in alignment with corporate BD&L strategy and local business priorities.
- Supporting market and portfolio assessments to identify partnership opportunities based on brand potential, market dynamics, and unmet needs.
- Developing and validating financial business cases, including valuation, risk assessment, and scenario analysis.
- Managing the full contract lifecycle, including drafting, validation, approval, execution, and ongoing monitoring.
- Coordinating contract financial follow-up, audits, compliance activities, and financial commitments.
- Leading due diligence processes in collaboration with internal stakeholders (Legal, Compliance, Finance, Quality, Supply Chain).
- Preparing negotiation packages and supporting negotiations with external partners.
- Acting as a key liaison between internal stakeholders and external partners to ensure alignment and governance.
- Scouting, evaluating, and recommending new partnership opportunities and go-to-market models.
- Ensuring contract documentation, internal approvals, and governance processes are completed according to Novartis standards.

Essential requirements

- Solid experience in Business Development, Licensing, Strategic Alliances, or related corporate strategy roles.
- Strong financial modeling, analytical, and Excel skills, with the ability to translate data into clear business recommendations.
- Proven experience managing complex contracts across their full lifecycle, including audits and compliance.
- Strategic mindset with the ability to evaluate partnerships, externalization models, and long-term value creation.
- Strong stakeholder management and communication skills, with the ability to work across functions and regions.
- English proficiency at intermediate to advanced level (written and verbal).
- High level of autonomy, ownership, and ability to manage multiple contracts and priorities simultaneously.

Nice-to-have

- Experience in healthcare, life sciences, or other highly regulated industries.
- Exposure to regional or global business development environments.
- Experience supporting alliance governance or post-deal management.

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?

Learn more: <https://www.novartis.com/about/strategy/people-and-culture>

Commitment to Diversity & Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve. We strive to create a workplace that empowers people to unleash their full potential through collaboration, integrity, and respect.

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>

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Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

International
Business Unit
Finance
Место
Чили
Сайт
Santiago
Company / Legal Entity
CL01 (FCRS = CL001) Novartis Chile S.A.
Alternative Location 1
Lima (Pharmaceuticals / GDD / CTS), Перу
Functional Area
BD&L & Strategic Planning
Job Type
Full time
Employment Type
Regular
Shift Work
No

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